

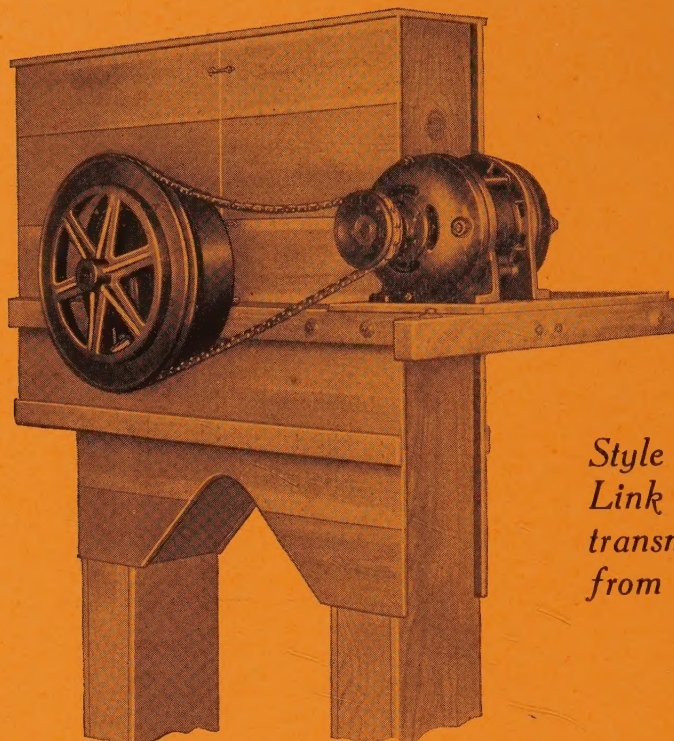
# GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.



New Fireproof Elevator of Premier Malt Products Co. at Peoria, Ill.





*Style A Drive with  
Link V Belt for  
transmitting power  
from motor.*

## ***The* STRONG-SCOTT Combined Elevator Head Drive and Backstop**

*Note these important features—*

- (1) Strong-Scott Automatic Backstop. Instantly and positively STOPS the leg, preventing it from running backwards; instantly releases the leg the moment it starts in the proper direction. No jerks. This automatic feature alone will pay for the drive many times over.
- (2) Driven either by belt, Morse Silent Chain or leather Link V belt, direct from a motor. Made in three styles to suit all conditions.
- (3) All moving parts run in bath of oil.
- (4) Drive can be taken up to cupola on a manlift. Nothing to assemble when it reaches there. Low installation cost.

*Write for additional information.*

***Everything for Every Mill and Elevator***

**The Strong-Scott Mfg Co.**  
Minneapolis Minn.                      Great Falls Mont.  
In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg





## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

### AMARILLO, TEXAS.

Barefield Grain Co., grain, hay, field seeds.\*  
Beasley Grain Co., J. N., grain and seeds.\*  
Bennett & Co., Jas. E., grain, stocks, provisions.\*  
Great West Mill & Elev. Co., millers, grain dhrs.\*  
Hardeman-King Co., millers and grain dealers.\*  
Henderson Grain Co., grain merchants.\*  
Kearns Grain & Seed Co., grain, field seeds.\*  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### BALTIMORE, MD.

Chambers of Commerce Members.

Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*

### BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.\*  
Hasenwinkle-Scholer Co., corn and oats.\*

### BLUFFTON, IND.

Studebaker Grain & Seed Co., grain, hay, seeds.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Leeson Grain Co., Inc., consignments.\*  
McConnell Grain Corp., commission & brokerage.\*  
McKillen, Inc., J. G., consignments.\*  
Sunset Feed & Grain Co., Inc., feed and grain.\*

### CAIRO, ILL.

Board of Trade Members.

Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Piper Grain & Mfg. Co., recvrs. & shippers.\*  
Wildner-Murrell Grain Co., track buyers grain and seeds.\*

### CHICAGO, ILL.

Board of Trade Members.

Bailey & Co., E. W., grain commission merchants.\*  
Bennett & Co., Jas. E., grain, provisions, stocks.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Chicago Grain & Salvage Co., salvage grain.\*  
Clement, Curtis & Co., members all exchanges.\*  
Cross, Roy, Eberhart & Harris, grain commission.\*  
Doern-Scarritt-Hannah Co., commission merchants.\*  
Dole & Co., J. H., grain and seeds.\*  
Feehery & Co., E. J., consignments, grain to arrive.\*  
Harris, Winthrop & Co., grain commission.\*  
Holt & Co., Lowell commission, grain and seeds.\*  
Hubbard, Warren & Chandler, stocks, bonds, grain, etc.\*  
Lamson Bros. & Co., consignments solicited.\*  
Logan & Bryan, grain, stocks, provisions.\*  
McKenna & Strasser, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Rumsey & Co., grain commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Stratton Grain Co., grain merchants.\*

### CHICKASHA, OKLA.

Goldsmith Grain Co., grain merchants.\*

### CINCINNATI, O.

Board of Trade Members.

Cleveland Grain & Mfg. Co., grain merchants.\*  
Early & Daniel Co., grain, hay, feed.\*  
Scholl Grain Co., grain merchants.\*

### CIRCLEVILLE, OHIO.

Reid, R. P., grain and feed broker.

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., shpr. grain, millfeed, oil and c. s. meal.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Shepherd, Clark & Co., grain, feed, buckwheat.\*

### DALLAS, TEXAS.

Crouch Grain Co., J. C., buyers wheat, corn, oats.\*  
Dal-Tex Grain Co., stock and poultry feed.\*  
Doggett Grain Co., wholesale grain.\*  
Finley, W. H., wholesale grain broker.

### DANA, IND.

White, E. O., buyer all grades salvage grain.

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*

\*Members Grain Dealers National Association.

### DELPHOS, OHIO.

Garman Grain Co., The, transit, kiln dried corn.

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Farmers Union M. & E. Co., millers, grain mchts.\*  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.\*  
Rocky Mountain Grain Co., export and domestic grain.\*

### DES MOINES, IA.

Board of Trade Members.

Des Moines Elevator & Grain Co., corn and oats.\*  
Lockwood Grain, Inc., merchants.\*

### DETROIT, MICH.

Board of Trade Members.

Caughy Co., Frank T., grain merchants, feed mfrs.\*  
Blinn, Fred W., grain dealers.\*

### DODGE CITY, KANSAS.

Board of Trade Members.

Christopher & Co., B. C., consignments & futures.\*  
Isely Lbr. Co., The C. C., cane seed, wheat, kafir.\*

### DULUTH, MINN.

Barnes-Ames Co., grain merchants.\*

### ENID, OKLAHOMA.

Grain Exchange Members

Enid Terminal Elevator Co., public storage.\*  
Union Equity Exchange.

### FAIRBURY, NEBR.

Callaway, C. B., wholesale grain

### FORT MORGAN, COLO.

Lieber Grain Co., export & mfg. wheat, coarse grain.\*

### FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Bailey, Frank, corn, maize, oats, mill feeds.  
Bennett & Co., Jas. E., grain, stocks, provisions.\*  
Carter Grain Co., C. M., brokerage, consgmts.\*  
Clalborne, H. L., mgr. J. S. Bache & Co., futures.\*  
Dorsey Grain Co., strictly brokers, consignments.\*  
Ft. Worth Elevators Co., gr. merchants, pub. storage.\*  
Gladney Grain Co., consignments.\*  
Isbell Grain Co., grain merchants.\*  
Kimball Milling Co., grain merchants, pub. storage.\*  
Ralston Purina Co. of Texas, feed.\*  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Tillery Grain & Com. Co., export, bkgm. consgmts.\*  
Universal Mills, "Superior Feeds."

### GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.\*  
Jockusch, Julius W., grain exporter.\*  
Shaw, Thomas F., export grain.\*

### GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.

### GREEN BAY, WISC.

Calliari Brothers, grain, hay, mill feed.

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Howard, W. A., grain broker.

### HOUSTON, TEXAS.

Merchant Exchange Members.

American Maid Flour Mills, mfg. gr., exporters.  
Bache & Co., J. S., stocks, bonds, all commodities.  
Beatty-Archer Co., grain brokers only.\*  
Downman Grain & Hay Co., E. C., gr., fd., hay.\*  
Green Grain Co., D. J., c/s meal.\*  
Rothschild Co., S., grain, c/s products, rice, b/p.\*  
South Texas Grain Co., grain & feed.\*

### INDIANAPOLIS, IND.

Board of Trade Members.

Bingham Grain Co., The, receivers and shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart Bros. Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Malbucher Grain Co., C. Wm., grain merchant.\*  
Montgomery Grain Co., F. M., receivers and shippers.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### KANSAS CITY, MO.

Board of Trade Members.

Bruce Bros. Grain Co., consignments.\*  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Davis Grain Co., A. C., grain commission.\*  
Davis-Hunt Grain Co., consignments, futures.\*  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Denton Grain Co., Oliver, consignments.\*  
Ernst Davis Commission Co., consignments.\*  
Lichtig & Co., H., kafir, milo, screenings.\*  
Logan Bros.-Hart Grain Co., receivers and shippers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Rocky Mountain Grain & Com. Co., consignments.\*  
Sculiar-Bishop Grain Co., consignments.\*  
Shannon Grain Co., consignments.\*  
Uhlmann Grain Co., grain merchants.\*  
Updike Grain Corp., consignments.\*  
Vanderslice-Lynds Co., consignments-futures.\*  
Wolcott & Lincoln, consignments, futures.\*  
Wilser Grain Co., consignments.\*  
Wyandotte Elevator Co., grain merchants.\*

### LANSING, MICH.

Chatterton & Son., Mich. grain, hay, beans.\*

### LEAVENWORTH, KANS.

Cranston-Liggett Gr. & Fd. Co., grain, mxd. & m. fd.

### LITTLE ROCK, ARK.

Grain Exchange Members.

Farmer Co., E. L., brokers, grain and millfeed.

### LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., recvrs., shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., stores and shippers.\*  
Thomson Elevator Co., grain dealers.\*  
Zorn & Co., S., receivers and shippers.\*

### MARYSVILLE, OHIO.

Scott & Sons Co., O. M., soy beans.

### MEMPHIS, TENN.

Merchants Exchange Members.

Buxton, E. E., broker and commission merchant.\*

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Meech & Stoddard, Inc., grain, feed, hay, flour.\*

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Chamber of Commerce Members.

Froedtert Grain & Malting Co., recvrs. and shippers.\*  
Kamm Co., P. C., grain shippers.\*

### MINNEAPOLIS, MINN.

Chamber of Commerce Members

Archer-Daniels-Midland Co., grain dept.  
Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Fraser-Smith Co., grain merchants.\*  
Hallet & Carey Co., grain merchants.\*  
Hiawatha Grain Co., grain merchants.\*  
Scroggins Grain Co., grain merchants.\*  
McGuire Company, Arthur, shprs. b'wheat, m'oats,  
Sheffield Elevator Co., shippers of grain.\*  
Stuhr-Seldl, shippers grain and feed.\*

### NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

### NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.\*

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## NEW YORK CITY.

### Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bks.  
Jones & Co., M. B., buyers—quote us.\*

## NORTH PLATTE, NEBR.

Leypoldt Co., D. M., whse. shprs. hay, seeds, gr. broks.

## OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Hardeman-King Co., millers, grain dealers.\*  
Jackson Grain Co., grain merchants.  
Marshall-Masters Grain Co., gr., seeds, mill feeds, hay.  
Mid State Grain Co., The, grain & feed mchts.  
Polson Grain Co., mill wheat specialists.  
Scannel Grain Co., E. M., grain and feed.  
Stingett Grain Co., grain merchants.\*  
Vandenburgh, Jesse, milling wheat.  
White Grain Co., wheat, corn, oats, kafir.\*  
White-Bichert Grain Co., coarse grain, field seeds.  
Winters Grain Co., grain merchants.

## OMAHA, NEBR.

### Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.\*  
Lucke-Gibbs Grain Co., consignments.\*  
Scoular-Bishop Grain Co., wheat, corn, oats.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
Updike Grain Co., milling wheat.\*

## PEORIA, ILL.

### Board of Trade Members.

Sewen Grain Co., H. D., grain commission.  
Sole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., O. H., grain commission.  
Luke Grain Co., grain commission.\*

## PEORIA (Continued)

Miles, P. B. & O. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Rumsey, Moore & Co., consignments.\*

## PHILADELPHIA, PA.

### Commercial Exchange Members.

Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

### Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Stewart & Co., Jesse C., grain and mill feed.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## ST. JOSEPH, MO.

### Grain Exchange Members.

Gordon Grain Co., grain commission.\*

## SALINA, KAN.

Branson Co., Ted, corn, oats, kafir, hay.

## SAN ANTONIO, TEX.

King, Douglas W., carlot distribtr., hay, grain, seeds.\*

## ST. LOUIS, MO.

### Merchants Exchange Members.

Hall Grain Co., Marshall, grain merchants.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Geo. C. Martin Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Pickett & Beardsley Com. Co., grain and grass seed.\*  
Schwarz Grain Co., receivers and shippers.\*

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.\*  
Custenbolder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

## SIOUX CITY, IA.

### Board of Trade Members.

Western Terminal Elevator Co., receivers and shippers.\*

## TOLEDO, O.

### Produce Exchange Members.

DeVore & Co., H. W., consignments and futures.\*  
Southworth & Co., grain and seeds.\*  
Wickenhisser & Co., John, grain receivers, shippers.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

## WATERLOO, IOWA.

Waterloo Brokerage Co., brokers—grain & mill feed.\*

## WICHITA, KANS.

### Board of Trade Members.

Adair Grain Co., wheat, corn, oats, kafir.  
Baker Grain Co., The A. F., wheat, corn, oats, kafir.  
Blood Grain Co., I. H., receivers and shippers.  
Brady Grain Co., consignments.  
Kelly Grain Co., Edw., mlg. wheat a specialty.  
Smith-McLinden Grain Co., wheat, corn, oats, kafir.  
Wichita Terminal Elevtr. Co., general elevtr. business.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whirs, gr. and seeds.\*

\*Members Grain Dealers National Association.

# DENVER

A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

### Houlton Grain Co.

Wholesale Grain.  
Get in touch with us.

### O. M. Kellogg Grain Co.

Receivers shippers of all kinds o grain.

### The Conley-Ross Grain Co.

Wholesale Grain.

### Farmers Union Mlg. & Elev. Co.

Wholesale Grain and Feed.  
38th and Wynkoop Sts.

### The Ady & Crowe Mercantile Co.

Grain, Hay, Beans.

### Rocky Mountain Grain Co.

Grain Merchants—Export and Domestic.

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Produce Exchange  
Members

## TOLEDO

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Wholesale Grain Dealers  
TOLEDO, OHIO  
We make track bids and quote delivered prices. Solicit Consignments of Grain and Clover Seed. Members Toledo Produce Exchange and Chicago Board of Trade.

### Reliable Service on Consignments & Futures

Since 1887

H. W. De Vore & Co.  
Toledo, Ohio

### SOUTHWORTH'S WEEKLY REVIEW

Covers GRAIN, SEED AND COTTON  
It is FREE to all within our business range  
SOUTHWORTH & CO.



# AMARILLO

located in the center of the wheat belt of the Panhandle, has made it a distributing point for all grains. Wheat raised in the Panhandle is well known for its excellent milling qualities. Here also is the largest milo, kafir producing section in the United States.

Being on the main line of the Santa Fe, Amarillo has direct communication with the wheat belt of the Southwest, also on the main line of the Ft. W. & D. D. R., it is reaching the wheat markets of the West. The main line of the Rock Island gives it additional shipping facilities to Memphis and Little Rock.

Any of the firms below are ready to serve you.

James E. Bennett & Co.  
U. S. Strader Grain Co.  
Kearns Grain & Seed Co.  
Barefield Grain Co.

J. N. Beasley Grain Co.  
Great West Mill & Elevtr. Co.  
Lester Stone  
Henderson Grain Co.

Hardeman-King Co.

Chamber of Commerce  
Members

## MINNEAPOLIS

Chamber of Commerce  
Members

**CEREAL GRADING COMPANY**  
CHAMBER OF COMMERCE, MINNEAPOLIS, MINN.

### GRAIN

We Buy, Sell, Store and Ship all Kinds of Grain, Choice  
Milling Wheat and Rye Selected by Expert Buyers.  
Own and Operate Elevator "L"

**HALLET & CAREY CO.**

**Grain Merchants**

Minneapolis Duluth Winnipeg

**Fraser-Smith Co.**

**GRAIN**

Minneapolis - Milwaukee Cedar Rapids

**Clark's Car Load  
Grain Tables**

Eighth edition, revised and enlarged, shows the following range of reductions of pounds to bushels by fifty pound breaks.

20,000 to 107,950 lbs.	to bushels of 32 lbs.
20,000 " 74,950 " " "	" 34 "
20,000 " 96,950 " " "	" 48 "
20,000 " 118,950 " " "	" 56 "
20,000 " 118,950 " " "	" 60 "

Pounds in red ink; bushels in black. Linen ledger paper reinforced, bound in flexible karatol with marginal index. Price \$2.50, weight 6 ozs.

GRAIN DEALERS JOURNAL  
309 So. La Salle Street CHICAGO, ILL.

Board of Trade  
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**P. B. and C. C. Miles**

Established - 1875  
Incorporated - 1910

Peoria, Illinois

Handling Grain on Commission Our Specialty

**Turner-Hudnut Company**

Receivers **GRAIN** Shippers

42-47 Board of Trade

**Rumsey, Moore & Co.**

Solicits Your Consignments

Board of Trade Peoria, Ill.

**W. W. DEWEY & SONS**

**COMMISSION MERCHANTS**

33-35 Board of Trade PEORIA, ILL.

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Buffalo, N. Y.

"All Your Needs in Grain and Feeds"

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Chamber of Commerce :- Buffalo, N. Y.  
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When you write our advertisers  
Thanks

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Buffalo, N. Y.

Returns within 24 hours after grain is unloaded  
**We Solicit Your Consignments**

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Consignments a Specialty  
BUFFALO NEW YORK

Grain and Hay  
Exchange Members

## PITTSBURGH

Grain and Hay  
Exchange Members

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Wabash Building  
*Modern elevator facilities  
at your command.*

I surely like to read the Grain Dealers Journal and keep posted on what is going on in the trade around us.—John W. Adkinson, Chelsea, Ia.

### SAMUEL WALTON CO.

EMPIRE BUILDING

PITTSBURGH, PA.

Established 40 Years  
RECEIVERS AND SHIPPERS  
GRAIN, HAY, STRAW AND FEED

### JESSE C. STEWART CO.

GRAIN and FEED

Own and Operate the  
IRON CITY GRAIN ELEVATOR  
PITTSBURGH, PA.  
Branch Office at Clarksburg, W. Va.

ESTABLISHED 1872

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Receivers and Shippers  
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Members

## CINCINNATI

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Members

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*Grain Merchants*

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STORAGE CAPACITY 2,500,000 BUSHELS

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Successors to

Chas. England & Co., Inc.

GRAIN—HAY—SEEDS

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305-310 Chamber of Commerce, Baltimore

### E. A. Grubbs Grain Co.

Milling Wheat Corn Oats

Wire for Prices

Greenville - Ohio

### WE BUY SALVAGE GRAIN

and are in position to use any grade including the extreme wet, sour salvage

E. O. WHITE - Dana, Ind.

## GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS

ST. JOSEPH, MO.

Send Your Offerings to  
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Grain — Feed — Brokerage

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Strictly Commission Merchants

Specialists in WHEAT, CORN, OATS

Consignments Solicited

340-342 Produce Exchange, NEW YORK, N.Y.

I have always felt very kindly towards the Journal, and believe you are doing a lot of good for the grain trade, in fact more than most of them realize.—H. A. Von Rump, Von Rump Grain Co., St. Louis, Mo.



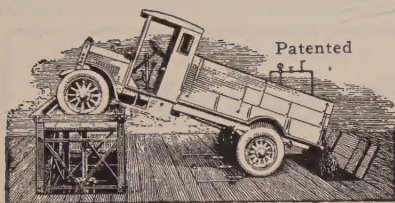
**“We like them so much we intend to install them at our other plants —replacing older types”**

Installed out of doors ---surely a real test of any equipment. Yet after two years' experience Dickinson & Co. like Kewanee Lifts so much that they intend installing them in their other plants.

Built like a bridge --- of steel riveted --- a Kewanee is a permanent improvement that will last as long as your plant.

# Kewanee

## All Steel TRUCK LIFT



With such exclusive features as roller bearings; an air compressor that is as near “fool proof” as a compressor can be made; heavy riveted steel air receiver instead of a cheaper welded tank; steel safety device which automatically rises

and surrounds the wheels before the lift rises, eliminating any chance of “mishaps.”

These are a few of the reasons for the great popularity of Kewanee Truck Lifts.

**Dickinson & Co.**  
CANNERS  
Burlington, Ill.

July 29, 1927

Kewanee Implement Co  
Kewanee, Illinois

Gentlemen

Answering your recent letter regarding the four Kewanee lifts we have installed at our Morton, Illinois plant

In our two years experience with these lifts we have had most gratifying results. We like them so well that in the near future we intend to install more of them at our other two plants, replacing older types

Due to their all steel construction we notice very little deterioration in the dump pit, where conditions at most times are damp

Yours very truly,

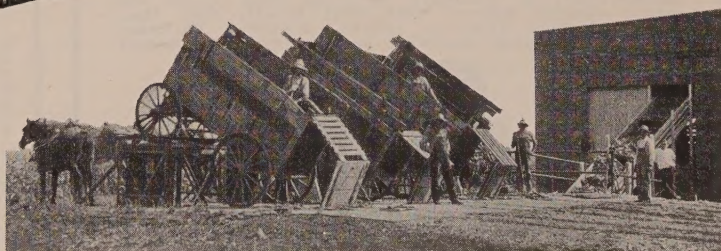
DICKINSON & CO.

BY *F. H. Blum*

PLE/YX



**It may sometimes seem that a Kewanee is going to cost more than some other truck dump. But by the time it is installed — ready to use — you'll see that it actually costs less than any other reliable equipment.**



**KEWANEE IMPLEMENT CO.**  
1331 Burlington Ave., Kewanee, Ill.

Without obligation, I would like blue prints and prices on your truck dumping equipment.

Name .....

Address .....



Corn Exchange  
Members

## BUFFALO

Corn Exchange  
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Strictly Commission and Brokerage  
Buffalo, N. Y.

"All Your Needs in Grain and Feeds"  
**SUNSET FEED AND  
GRAIN CO. Inc.**  
Chamber of Commerce Bldg. Buffalo, N. Y.  
CONSIGNMENTS SOLICITED

Say you saw it in the  
**Journal**  
When you write our advertisers  
Thanks

### LEESON GRAIN CO., INC.

Buffalo, N. Y.  
Returns within 24 hours after grain is unloaded  
**We Solicit Your Consignments**

**J. G. McKILLEN, INC.**  
RECEIVERS  
Consignments a Specialty  
BUFFALO NEW YORK

Grain and Hay  
Exchange Members

## PITTSBURGH

Grain and Hay  
Exchange Members

**HARPER GRAIN CO.**  
Wabash Building  
*Modern elevator facilities  
at your command.*

I surely like to read the Grain Dealers Journal and keep posted on what is going on in the trade around us.—John W. Adkinson, Chelsea, Ia.

### SAMUEL WALTON CO.

EMPIRE BUILDING PITTSBURGH, PA. *Established 40 Years*  
RECEIVERS AND SHIPPERS  
GRAIN, HAY, STRAW AND FEED

### JESSE C. STEWART CO.

GRAIN and FEED  
Own and Operate the  
**IRON CITY GRAIN ELEVATOR**  
PITTSBURGH, PA.  
Branch Office at Clarksburg, W. Va.

ESTABLISHED 1872  
**R. S. McCAGUE, Ltd.**  
*Receivers and Shippers*  
Corn, Oats, Hay and Mill Feed  
PITTSBURGH, PA.

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### SCHOLL GRAIN CO.

*Grain Merchants*

### THE EARLY & DANIEL CO.

RECEIVERS & SHIPPERS  
STORAGE CAPACITY 2,500,000 BUSHELS

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GRAIN MERCHANTS  
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Successors to  
Chas. England & Co., Inc.  
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### E. A. Grubbs Grain Co.

Milling Wheat Corn Oats  
Wire for Prices  
Greenville - Ohio

### WE BUY SALVAGE GRAIN

and are in position to use any grade including the extreme wet, sour salvage  
E. O. WHITE - Dana, Ind.

## GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS  
ST. JOSEPH, MO.

Send Your Offerings to  
**The Abel-Whitman Co., Inc.**  
Grain — Feed — Brokerage  
511 Produce Exchange, New York, N.Y.

### L. W. FORBELL & CO.

Strictly Commission Merchants  
Specialists in WHEAT, CORN, OATS  
Consignments Solicited  
340-342 Produce Exchange, NEW YORK, N.Y.

I have always felt very kindly towards the Journal, and believe you are doing a lot of good for the grain trade, in fact more than most of them realize.—H. A. Von Rump, Von Rump Grain Co., St. Louis, Mo.



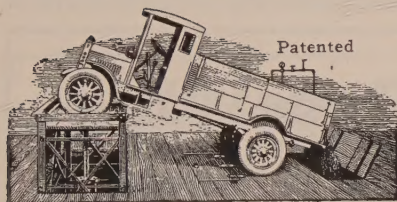
**“We like them so much we intend to install them at our other plants —replacing older types”**

Installed out of doors ---surely a real test of any equipment. Yet after two years' experience Dickinson & Co. like Kewanee Lifts so much that they intend installing them in their other plants.

Built like a bridge--- of steel riveted --- a Kewanee is a permanent improvement that will last as long as your plant.

# Kewanee

## All Steel TRUCK LIFT



With such exclusive features as roller bearings; an air compressor that is as near “fool proof” as a compressor can be made; heavy riveted steel air receiver instead of a cheaper welded tank; steel safety device which automatically rises

and surrounds the wheels before the lift rises, eliminating any chance of “mishaps.”

These are a few of the reasons for the great popularity of Kewanee Truck Lifts.

**Dickinson & Co.**  
CANNERS  
Kewanee, Ill.

July 29, 1927

Kewanee Implement Co  
Kewanee, Illinois

Gentlemen:

Answering your recent letter regarding the four Kewanee lifts we have installed at our Morton, Illinois plant

In our two years experience with these lifts we have had most gratifying results. We like them so well that in the near future we intend to install more of them at our other two plants, replacing older types

Due to their all steel construction we notice very little deterioration in the dump pit, where conditions at most times are damp

Yours very truly,

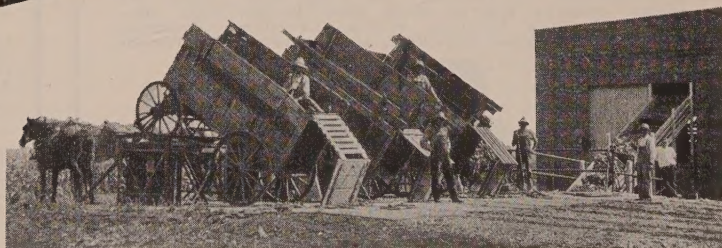
DICKINSON & CO.

BY *A. L. Blumenshine*

PLB/YK



**It may sometimes seem that a Kewanee is going to cost more than some other truck dump. But by the time it is installed — ready to use — you'll see that it actually costs less than any other reliable equipment.**



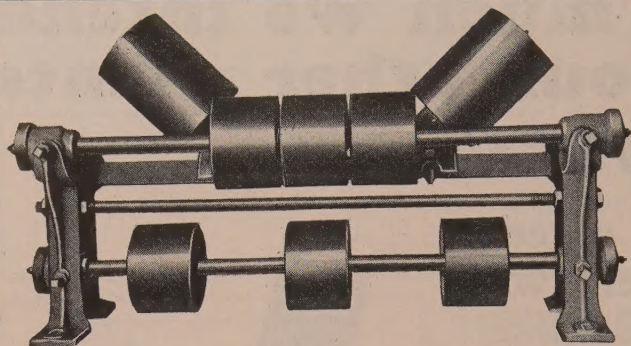
**KEWANEE IMPLEMENT CO.**  
1331 Burlington Ave., Kewanee, Ill.

Without obligation, I would like blue prints and prices on your truck dumping equipment.

Name .....

Address .....

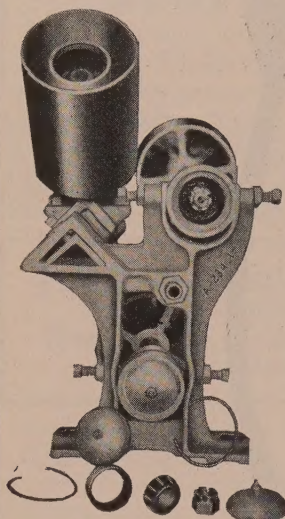




## CONVEYING EQUIPMENT

Equipped with

## TIMKEN ROLLER BEARINGS



IT IS now possible to secure more efficient conveying equipment. It is manufactured by "Ehrsam" and equipped with Timken roller bearings. This type of conveying

equipment makes for greatly increased economy and efficiency in operation.

## "EHRSAM"

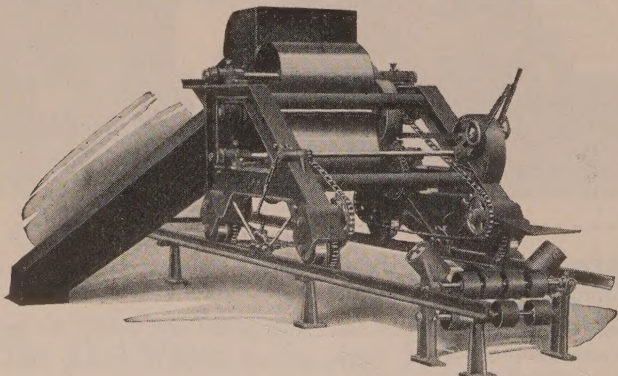
### Grain Handling & Milling Equipment

Ehrsam manufactures a complete line of grain handling and milling equipment. For over fifty years they have pioneered in equipment of this type. This insures complete satisfaction when ordering Ehrsam equipment.

### J. B. Ehrsam & Sons Mfg. Co.

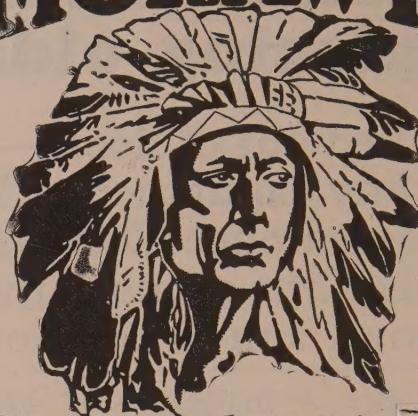
#### ENTERPRISE, KANSAS

Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.



The illustration shows the Ehrsam heavy duty self-propelling tripper. Equipped with roller bearings or collar oiling bearings and either worm gear or friction drive. A very efficient machine.

# MOHAWK



## RUBBER BELTING

For many years the Standard Belting for elevators. Specify this belting when contracting to build or remodel. Demand it when ordering direct.

### Hewitt-Gutta Percha Rubber Corporation

A Consolidation of the

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and

The Gutta Percha & Rubber Mfg. Co.

Executive Offices and Factory at Buffalo, N. Y.

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Denver

New York  
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Philadelphia

Salt Lake City  
El Paso  
Los Angeles

## Grain Receiving Record Books

**Grain Receiving Register.** One of the best forms for recording wagon loads of grain received. It contains 200 pages, size 8½ x 13½ inches, ledger paper, capacity for 3,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight, 2¼ lbs. Order Form 12AA. Price \$3.00.

**Wagon Loads Received** has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size 9½ x 12 inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 380. Price \$3.00.

**Receiving and Stock Book.** Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size 9½ x 12 inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2¼ lbs. Order Form 321. Price \$3.00.

**Grain Receiving Ledger** is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is 8½ x 13½ inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners. 228 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

Form No. 43 XX contains double the number of pages. Shipping weight 4½ lbs. Price, \$5.50.

**Grain Scale Book** is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is 10½ x 15½ inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight, 4½ lbs. Order Form 23. Price, \$4.75.

## Grain Dealers Journal

309 South La Salle St., Chicago, Ill.



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BUT

We Do Manufacture and Install

## The Zeleny System

An insurance policy is evidence of a desire to protect yourself against loss.

A ZELENY SYSTEM prevents loss.

With insurance you **pay** a premium each year.

With THE ZELENY SYSTEM you are **paid** a premium each year.

Insurance can't and doesn't protect your grains.

THE ZELENY SYSTEM can and does protect your grain—by keeping you informed at all times what the condition is every five feet from top to bottom of each bin.

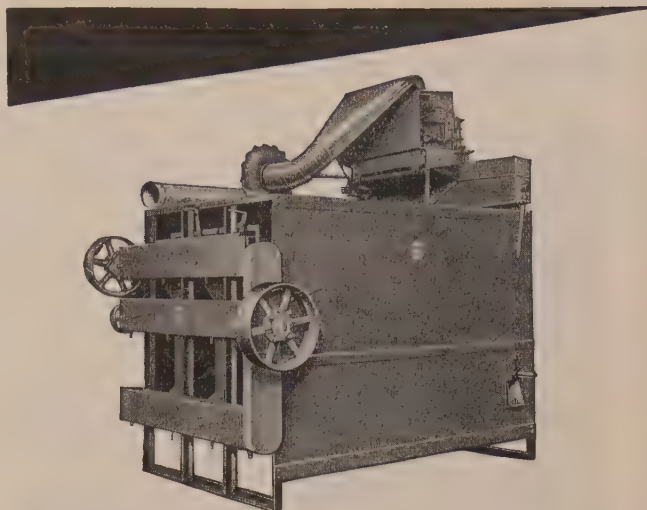
When you are considering protection and safeguards, think about THE ZELENY SYSTEM and write to any of those using it (a partial list of which is shown on pages 26-27-28 of our Catalog No. 6). If you do not have a catalog, advise us, and we will mail one.

Learn what others think of THE ZELENY SYSTEM.

**Zeleny Thermometer Company**

542 S. Dearborn Street  
Chicago, Ill.

(144)



## PRESENT TIMES DEMAND BETTER GRAIN CLEANING EQUIPMENT

Market demands for cleaner grain;

Local demands for perfect seed, properly graded;

Your own demands for equipment that will enable you to sell a better product than you buy;

—All these requirements can be immediately accomplished in YOUR plant by the installation of—

## THE TWIN CITY EMERSON CYLINDER GRAIN SEPARATOR

—The new system that cleans wheat, oats, barley, rye—cleans thoroughly without waste, and at less cost; with uniformity that will astonish you.

The EMERSON is a combination receiving separator, oat separator, cockle and seed separator, that grades and separates on the same machine.

Your profits will immediately mount when you install an EMERSON.

*Our new booklet tells the complete story. Write for it today*

**TWIN CITY SEPARATOR CO.**

1712 Madison St. N. E.  
Minneapolis, Minn.

Winnipeg, Man.,  
CANADA

## Grain Shipping Record Books

**Record of Cars Shipped.** This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size 9½x12 inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form No. 385. Price \$3.00.

**Sales, Shipments and Returns.** Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size 10½x16 inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight, 3¼ lbs. Order Form 14AA. Price \$3.75.

**Grain Shipping Ledger** for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size, 10½x15½ inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.25.

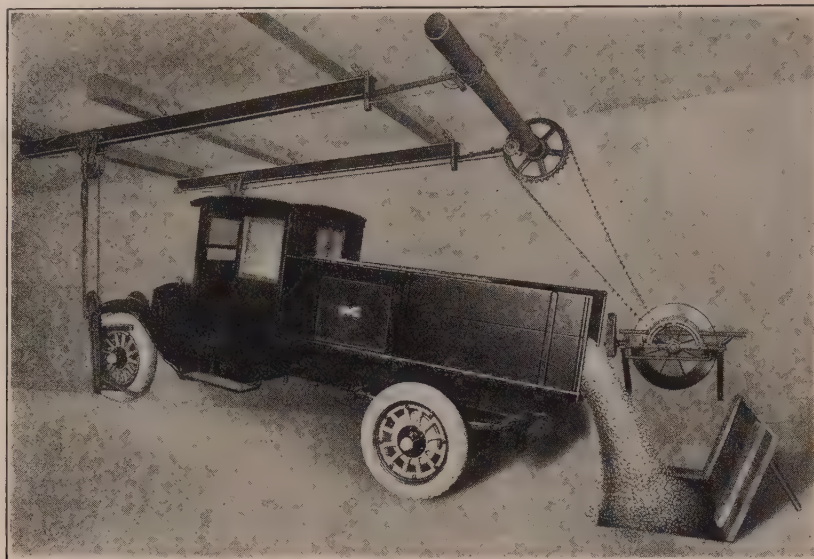
**Shippers Record Book.** This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9½x12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form 20. Price \$3.00.

## Grain Dealers Journal

309 South La Salle St., Chicago, Ill.



## McMillin Wagon and Truck Dump



### SPEED—When Speed Is Needed!

When wagons and trucks are lining up, waiting to dump their load. When every minute of delay means loss of business and worry;—your dumping equipment must, above all, be dependable.

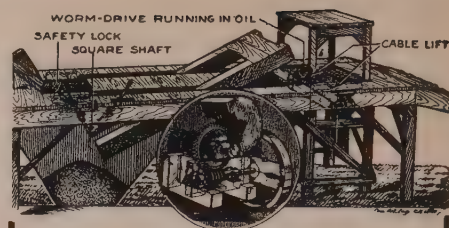
Reports from users of the McMillin Combination Wagon and Truck Dump, tell us they would not be without our dump; it beats any way of dumping they have ever known. It is a labor and time saver; it increases their business, and it is always ready to go.

A Simple, Practical machine, Substantial and Safe.

Investigate our dump before purchasing.

#### ADDRESS

**L. J. McMILLIN, 525 Board of Trade Bldg., Indianapolis, Ind.**



**NEWELL CONSTR. & MACHINERY CO.**  
Cedar Rapids, Iowa  
*Originators of the Electric Truck Dump*

## What have you? FOR SALE

An Elevator  
Machinery  
Seeds

## Do you want?

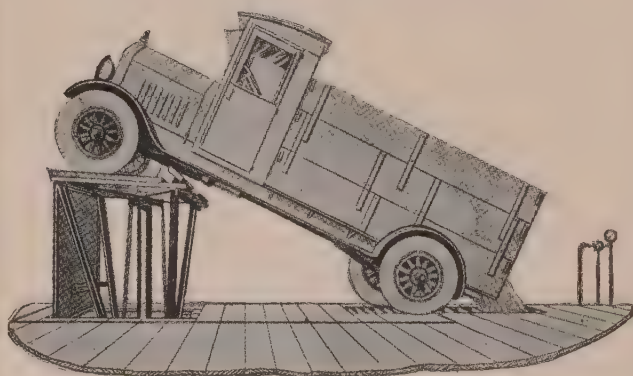
An Elevator  
Machinery  
Position  
Partner  
Seeds  
Help

## Grain Dealers Journal CHICAGO, ILL.

has 6,000 readers who would like to know. Tell them thru a 'For Sale & Want' Ad. Costs 25 cents per type line.

I enjoy the Journal very much and find many good points for my business.— K. L. Heinz, Champaign, Ill.

## Winter's Truck and Wagon Dump ALL STEEL CONSTRUCTION

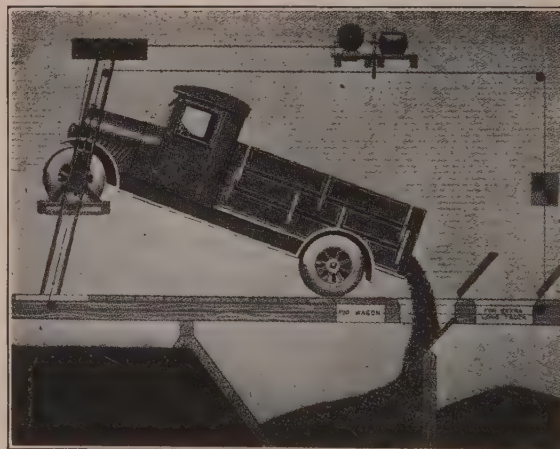


Winter's Dump embodies quality which meets the requirements of grain elevator operators, where service, low cost of installation, and construction are the essential points.

Equipped with Roller Bearing cast iron ring piston. Lifts on all four corners.

Write for full particulars.

**CLOW-WINTER MFG. CO.**  
Minneapolis, Minn.



## Van Ness Electric Truck and Wagon Lift

The Dump that is Automatically controlled and can be installed at an extremely low cost.

Is built of high grade material and solid construction and guaranteed to take care of any size wagon or truck. Write us for prices.

Manufactured and sold by the

**VAN NESS CONSTRUCTION CO.**  
Omaha, Nebraska



# Have You Adequate Weighing Facilities?

You are gambling with your profits if you haven't, because neither receiver nor carrier will recognize your weights unless you can demonstrate the adequacy of your equipment.

## RICHARDSON AUTOMATIC GRAIN SCALES

are adequate because they can, when correctly operated, be found to

1. Check, with inimitable closeness, with the finest supervised carload hopper scales in same elevator.
2. Check with finest known tolerance for cross town movements with supervised honestly-operated Hopper or Track scales on cross town cars.
3. Check with supervised honestly-operated Carload hopper scales at distant terminal within the same tolerance allowed between two carload hopper scales at two of the best markets, provided no leakage, theft or transfer occurs en route.

*Equip for honest weighing and get all that's rightfully yours!*

## RICHARDSON SCALE COMPANY

Clifton, New Jersey

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OMAHA

MINNEAPOLIS

IMPORTANT

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IMPORTANT

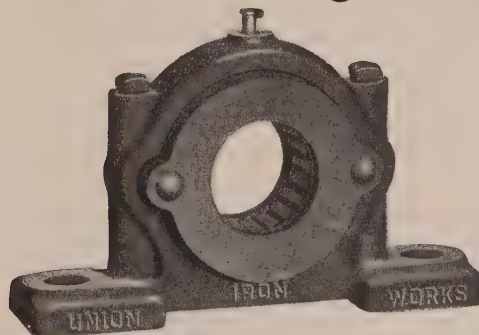
## HYATT ROLLER BEARING

WESTERN

SHELLERS AND CLEANERS

AND

LINE SHAFT EQUIPMENT

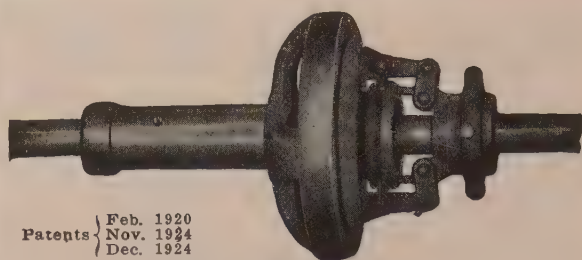


HYATT ROLLER BEARING  
—PILLOW BLOCK—

WRITE FOR CIRCULAR GIVING COMPLETE DATA

UNION IRON WORKS, DECATUR, ILL.





Patents: Feb. 1920  
Nov. 1924  
Dec. 1924

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### Maximum Power—Minimum Cost

The Beyl is the most popular Clutch of today. Why? Because every owner is a Booster. One Beyl Clutch in a new field resells itself many times.

The New Beyl with its Hyatt Industrial Roller Bearing Sleeve is described in "Motorize Correctly." Write us for your copy. It tells how the Northwest is now eliminating Friction and Fire Hazards. The method is thoroughly endorsed by every Insurance Company interested in an elevator.

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Manufacturers of Hyatt Equipped  
Grain Elevator Transmission

Saves Your Men—  
Saves Time—  
Increases  
Profits

## Humphrey Employees' Elevator

Write—  
**HUMPHREY  
ELEVATOR CO.**  
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## Leaky Cars

You Know What They Cost

## Kennedy Car Liners

**SOLVE THIS PROBLEM**

Prevent Leakage of Grain In Transit

**NO WASTE — EFFECTIVE**

**INEXPENSIVE — EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars  
Inquiries for Details Invited.

### The Kennedy Car Liner & Bag Co.

Shelbyville—Indiana  
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CONCRETE ELEVATORS

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Engineer and Contractor of  
**GRAIN ELEVATORS**

Any Size or Capacity  
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CONTRACTING ENGINEERS  
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### McKENZIE CONSTRUCTION COMPANY

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Grain Elevator Construction

Our elevators stand every test  
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and Economy of Operation

Estimates and information promptly furnished

Wichita, Kansas

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elevators have won the confidence of discriminating grain dealers for long and economical service.

**W. H. CRAMER  
CONSTRUCTION CO.**

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Plans and Specifications Furnished

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*"If Better Elevators are Built  
They will STILL be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

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It Pays to Plan Before You Build



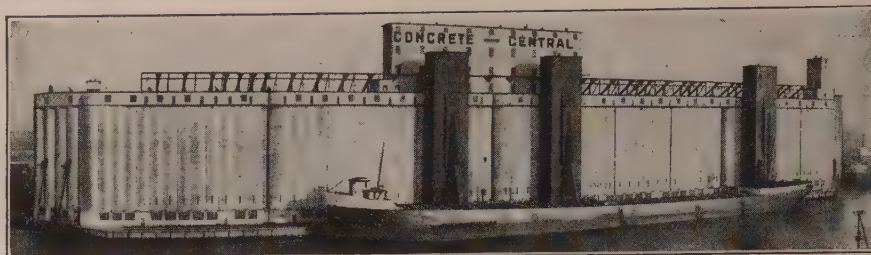
Use White Star Special Cups, made and shipped  
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substitutes.* These cups are hand riveted;  
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Our Special Boot is the only non-chokable ball-  
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knowledge.

Minneapolis, Minn., Jan. 28.—I enjoy  
the Grain Dealers Journal very much.—  
J. O. Jones, Bartlett Frazier Co.



Operated by  
The Eastern Grain,  
Mill and Elevator  
Corporation



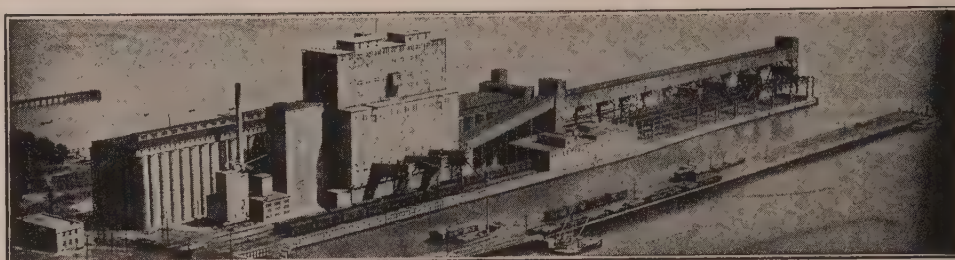
Concrete-Central  
Elevator, Buffalo,  
N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by

## Monarch Engineering Company

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Capacity  
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Equipped with  
Four Stewart  
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PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

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VICE PRESIDENT



## One of Several Elevators

Designed and Built by us Throughout Canada

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## THE BARNETT-McQUEEN CONSTN. CO., LIMITED

Designers and Builders of Grain Elevators  
Fort William, Ont.      Duluth      Minneapolis, Minn.



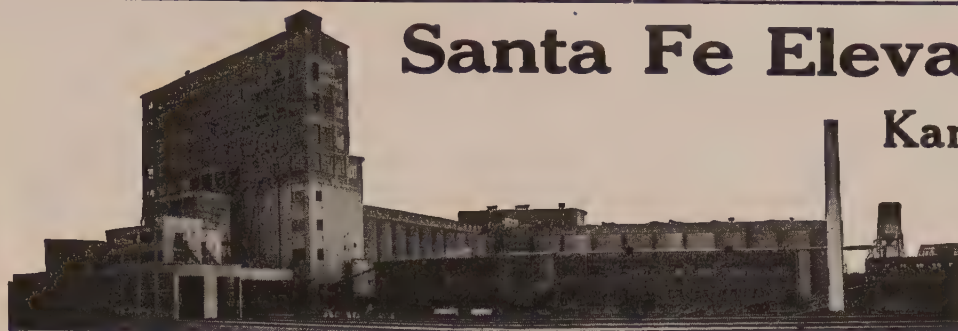
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Engineers and Constructors

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3,000,000 Bushel Concrete Grain Elevator  
Designed and Built for  
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## Santa Fe Elevator "A"

Kansas City, Kans.

Capacity  
6,500,000 Bushels

**John S. Metcalf Co.**

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## Enid Terminal Elevator Co.

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Capacity, 1,100,000 bushels

An exact duplicate of this elevator was  
also designed and built by us for

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**Jones-Hettelsater Construction Co.**

*Grain Elevators—Flour and Feed Mills*

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The Baltimore & Ohio R. R. Co.'s  
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## Terminal Grain Elevator

Capacity 3,800,000 Bushels

*The Most Rapid Grain Handling  
Plant in the World*

Constructed by

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2,500,000 Bu. Elevator

Fort William, Ont.

**DESIGNED** for the years  
ahead—an advance we propose  
to maintain.

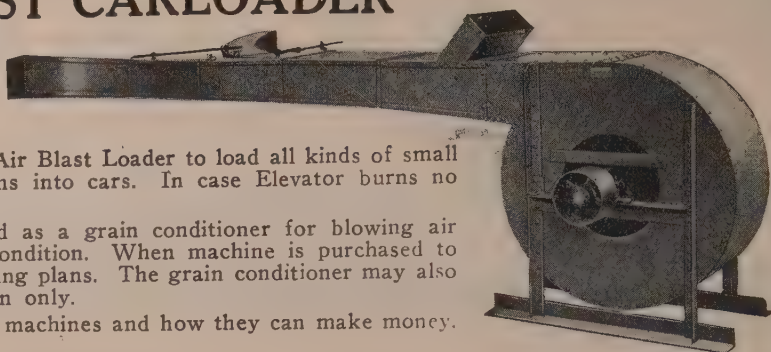


## THE BOSS AIR BLAST CARLOADER

Will load grain cars from your Elevator without scooping in the car, both ends of the car being loaded at the same time. The machine will not injure the grain because it does not pass through the fan. It will clean and raise the grade. We also build Portable Air Blast Loader to load all kinds of small grain, ear corn, cobs, etc., direct from wagons into cars. In case Elevator burns no time is lost.

The Boss Air Blast Loader can also be used as a grain conditioner for blowing air through bins to cool and keep the grain in condition. When machine is purchased to serve this dual purpose we will furnish installing plans. The grain conditioner may also be installed for cooling and conditioning grain only.

Write for illustrated Catalog E. showing these machines and how they can make money.



**MAROA MANUFACTURING CO., Dept. G, Maroa, Illinois**

## "Eureka - Invincible" Grain & Seed Cleaners and Feed Manufacturing Equipment

**S. HOWES CO., Inc.**

**INVINCIBLE GRAIN CLEANER CO.**

**SILVER CREEK, N.Y.**



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

**If  
You  
Handle  
Coal**

It will pay you to become a regular reader of

## THE RETAIL COALMAN

and learn what successful retailers are doing to make their business more profitable. A newsy, snappy magazine full of practical ideas and suggestions that will make you money.

Send \$1.50 for a year's trial subscription. Your money cheerfully refunded if not entirely satisfied.

## THE RETAIL COALMAN

1223 Monadnock Block

Chicago, Ill.

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Lubricating System
Agricultural Gypsum	Magnetic Separator
Attrition Mill	Manlift
Bag Closing Machine	Moisture Tester
Bags and Burlap	Mustard Seed Separator
Bearings { Roller	Oat Bleachers and Purifiers
{ Ball	Oat Clipper
Belting	Pneumatic Conveying Equipment
Bin Thermometer	Portable Elevator
Boots	{ Oil Engine
Buckets	{ Gas Engine
Car Liners	{ Motors
Car Loader	Power Shovel
Car Mover	Radio Equipment
Car Seals	Railroad Claim Books
Cipher Codes	Rat or Weevil Extreminator
Claim (R. R.) Collection	Renewable Fuse
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Corn Cracker	Scales
Conveying Machinery	Scale Tickets
Distributor	Scarifying Machine
Dockage Tester	Screw Conveyor
Dump	Self-Contained Flour Mill
Dust Collector	Separator
Dust Protector	Sheller
Elevator Brushes	Siding-Roofing { Asbestos
Elevator Leg	{ Steel or Zinc
Elevator Paint	Silent Chain Drive
Feed Mill	Smut Remover
Fire Barrels	Speed Reduction Units
Fire Extinguishers	Spouting
Friction Clutch	Storage Tanks
Grain Cleaner	Sulphur
Grain Driers	Testing Apparatus
Grain Tables	Transmission Machinery
Leg Backstop	Transmission Rope
Lightning Rods	Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

### INFORMATION BUREAU

Grain Dealers Journal, 309 So. La Salle St., Chicago





# *How Good* can motors be?

---

*Before you next buy  
motors, investigate  
F-M Motors.*

---

"As good as Fairbanks-Morse" means a standard of Quality, Precision of Construction and Serviceability approached only by the Best, exceeded by None.

A short, thick shaft capable of withstanding the torsion of starting a stiff load. Sealed, dustproof ball bearings that eliminate wear on shaft and maintain the precision of the air-gap. Less friction and more power—lubrication but once a year! Through every detail of electrical design and mechanical construction, Fairbanks-Morse Motors are an example of how well motors can be built—and the quality proves itself daily in every industry.



**POWER,  
PUMPING  
AND  
WEIGHING  
EQUIPMENT**



## FAIRBANKS-MORSE MOTORS

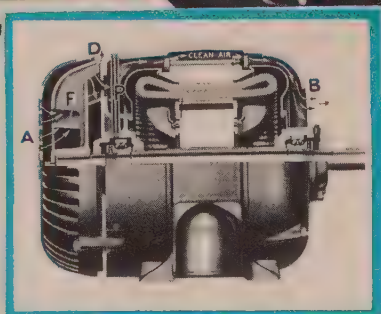
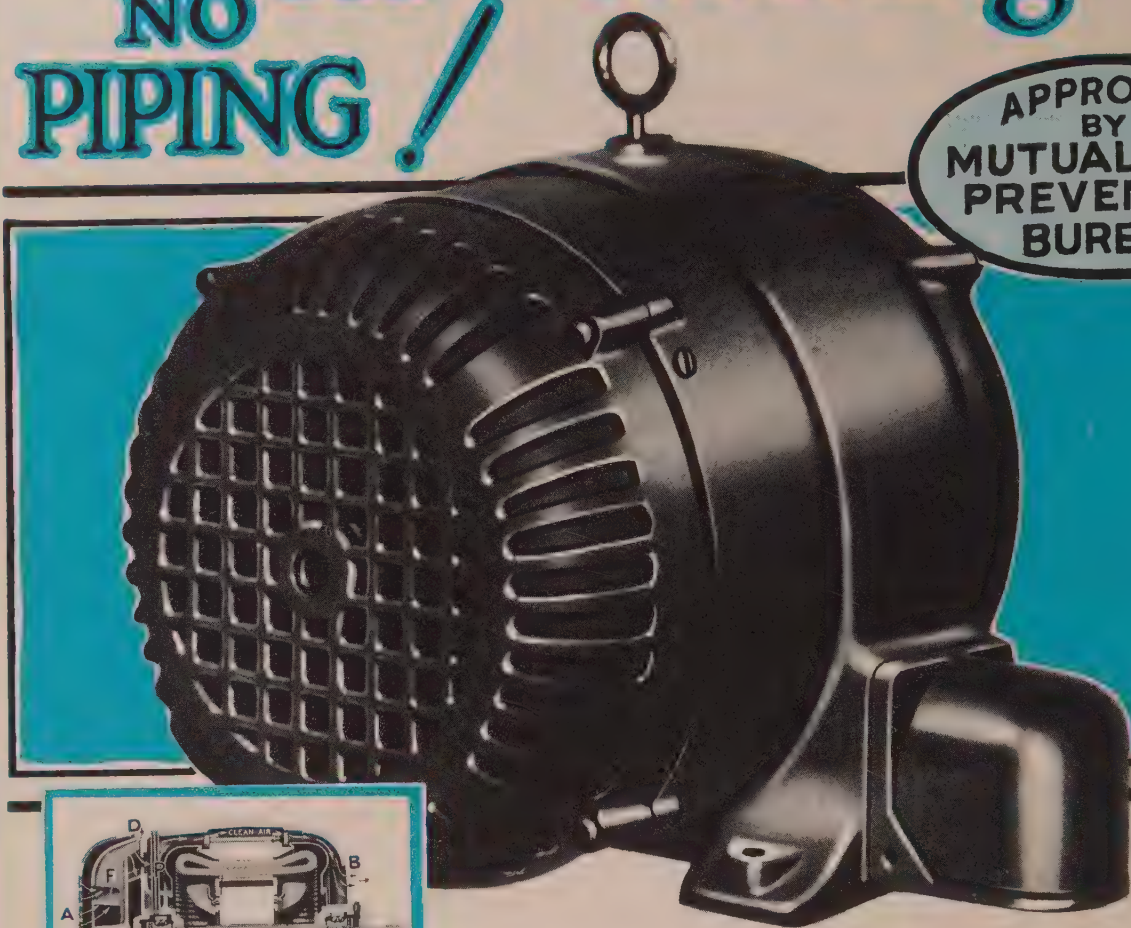
*Pioneer Manufacturers of*  
ball bearing motors

FAIRBANKS-MORSE MOTORS

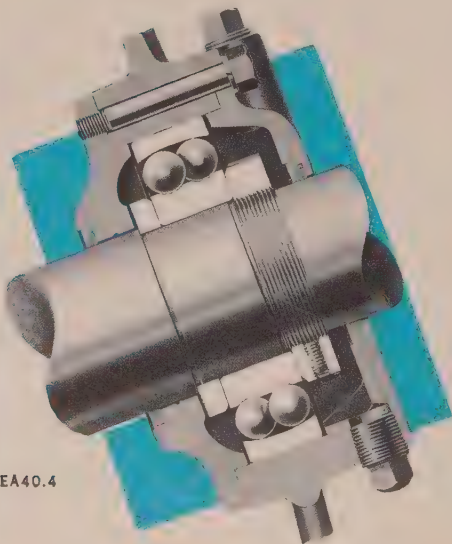


## Self-Ventilating Self-Cleaning NO PIPING!

APPROVED  
BY  
MUTUAL FIRE  
PREVENTION  
BUREAU



- A** Air inlet at free end of motor.
- F** Specially designed fan which functions as an air cleaner.
- D** Vent for foreign particles thrown out centrifugally by fan.
- B** Clean air flows around winding shield and exhausts at opposite end of motor.
- P** Plunger device for greasing ball bearing without removing fan guard or bearing arms.



AEA40.4

A STANDARD motor with all the features that industry expects from Fairbanks-Morse—but now furnished in an all-enclosed, *self-ventilating* type.

On those jobs that formerly required breather and vent piping to the outside you can now install the F-M Type "HAC" Motor with all the speed, convenience and economy of a standard open type motor application.

A specially designed fan pulls in air through the free end of the motor and expels all foreign particles. Clean air is then passed back through the ventilating spaces. The extra speed and economy are secured without compromise to safety. Operating and maintenance men in every industry are acclaiming this motor as the ideal installation for dirty and dusty drives.

Before you purchase your next enclosed motors be sure and get full information on this important Fairbanks-Morse contribution to the power problems of industry.

FAIRBANKS, MORSE & CO., Chicago  
Branches and Service Stations Covering Every State in the Union

# FAIRBANKS-MORSE MOTORS





## A 100% Exterminator

The Safe Fumigant for  
Grain Elevators--Seed Warehouses  
Flour Mills--Private Residences

Non-Inflammable  
Non-Explosive

Sanctioned by Mutual Fire Prevention Bureau  
Information Including Technical Papers on Request

**INNIS, SPEIDEN & CO.**  
INCORPORATED  
46 CLIFF STREET, NEW YORK.

Selling Agents for ISCO CHEMICAL CO.

Authorized Distributors Who Intelligently  
Handle Your Problems

Furniture Fumigation Co., 538 W. Pershing Rd., Chicago, Ill.  
Twin City Exterminating Co.,  
2399 University Ave., W., St. Paul, Minn.  
Safe-Way Exterminating Co., 429 Franklin St., Detroit, Mich.  
Twin Ports Exterminating Co., 1911 23d St., Superior, Wis.  
Bode Furniture Fumigation Co.,  
2191 Western Ave., Cincinnati, O.

*Territories are open for active responsible distributors*




### DAY Dust Collectors

have been standard  
equipment in better  
grain elevators for  
over forty years.

*There's a Reason*

**The Day Company**  
*Dust Collecting Engineers*  
1023-5 Lyndale Ave., N. Minneapolis, Minn.



### The Atlas Car Mover

*The Car Mover With Power*

When you put an Atlas under the wheels of a  
car there is never a question about moving it.

**Compound Action      Fully Guaranteed**

**The Best Car Mover on Earth**

**APPLETON CAR MOVER COMPANY**  
Appleton, Wisconsin

## Too Many Buyers

Read this letter received from  
Cook Bros., Woodward, Iowa.

Grain Dealers Journal, Woodward, Iowa.  
Chicago, Ill.

Gentlemen:—You may take out our two ads as  
we have received two checks for the mill and  
closed a deal for a motor, both results from the  
first issue of your Journal containing our ad.

Yours very truly,  
COOK BROTHERS.

Here are the ads referred to

### MACHINERY FOR SALE

FOR SALE—Three Roll Willford Mill in  
good condition; \$50.00 buys it. Cook Bros.,  
Woodward, Iowa.

### DYNAMOS AND MOTORS

We want a 7 to 10 Horse Direct Current  
600 Volt, about 1000 Revolutions per minute,  
Electric Motor. Write Cook Bros., Wood-  
ward, Iowa.

This is only one of many instances where  
the "WANTED—FOR SALE" columns of the  
Grain Dealers Journal, Chicago, have proven to  
grain elevator owners the logical market place  
for Second-Hand Machinery.

These ads cost but 25c per type line  
each insertion.

## Rid Your Elevator of RATS and MICE

These rodents do millions of dollars' damage in elevators to  
sack grain, seeds, feed, etc.

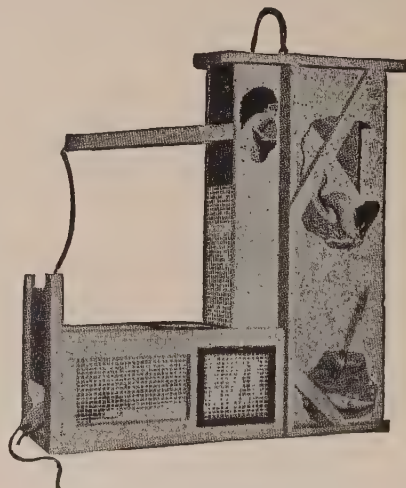
You can eliminate losses  
in your plant by using



Automatic Rat and  
Mouse Traps.

This Automatic Trap  
catches and kills by the  
wholesale. Each victim  
resets the trap for the  
next. Clean, sanitary  
and lasts for years.

It has made good under  
the most desperate con-  
ditions in thousands of  
elevators, seed houses,  
flour and feed mills. En-  
dorsed by leading firms  
in all lines of business.  
Over 150,000 in use.



Write today for full  
information

Each victim sets the trap for its follower

**A. O. Automatic Trap Co.**

630 Jackson Boulevard

Chicago, Illinois



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**KANSAS**—Good grain elevator ready to run; 13,000 bu. capacity. Priced to sell, and plant should repay purchase price this season. Write John Bauer, Burdett, Kansas.

**OHIO**—15,000 bu. cribbed elevator, nearly new, electrically equipped and modern throughout; in good wheat section. Address 60G11, Grain Dealers Journal, Chicago, Ill.

**IOWA**—25,000 bu. cribbed elevator, feed mill and coal business. Doing over \$100,000 annually, mostly retail. Owner wishes to retire. 60K7, Grain Dealers Journal, Chicago.

**KANSAS**—Three good elevators, all within distance of 20 miles, on main line road in Western Kansas wheat territory. Address 60F3, Grain Dealers Journal, Chicago, Ill.

**KANSAS**—10,000 bu. elevator at Blakeman for sale; modern equipment; good territory and good crop outlook. Price \$5,000. Write F. S. Miller, Ludell, Kansas.

**KANSAS & MISSOURI**—Two modern elevators, N. E. Kansas and N. W. Missouri; good one for cash and can offer one in exchange for land, same territory. Address 60H7, Grain Dealers Journal, Chicago, Ill.

**WYOMING**—Elevator, feed and farm machinery business in good location, protein wheat country; renewed activity and good prospects, no competition; best of reasons for selling. Address 60K8, Grain Dealers Journal, Chicago.

**NEBRASKA**—85,000 bu. terminal elevator in Eastern Nebraska; concrete cylindrical tank construction; electrically equipped; modern throughout. No incumbrances—terms. Address 60D12, Grain Dealers Journal, Chicago, Ill.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

**INDIANA**—Two elevators, 50,000 bushels capacity, and 100 barrel mill; modernly equipped; 6,000 bushel grain drier. One owner wishes to retire, other to buy another elevator. Can show net profits up to \$15,000 a year. Price \$40,000, one-half cash. Address J. M. Walker & Son, Middletown, Ind.

**EASTERN CENTRAL OHIO**—8,000 bu. completely modern and electrically equipped elevator with attrition feed mill, five car warehouse and feed storage combined; located in best wheat, poultry and dairy section of Ohio. Worth investigating. Write 60J12, Grain Dealers Journal, Chicago, Ill.

**GRIGSTON AND MANNING, KANSAS** (Scott Co.)—Two stations, elevators combined with lumber and other businesses, with merchandise on hand. All or any part of these properties will be sold in liquidation of an old Salina business. This section of Western Kansas has had big rains and will produce a big crop. All or any part of these properties will be sold at prices less than half the costs of buildings or list price of stocks. We will extend reasonable credits to qualified individuals starting in business for themselves. One of our previous buyers expects to pay for his purchase out of this year's business. No trades. For particulars inquire of Wilson & Wilson, Attorneys, Salina, Kansas.

## ELEVATORS FOR SALE.

**ILLINOIS**—30,000 bu. elevator at Block, Ill., on the C. & E. I. R. R. Price \$6,000.00 cash. Address A. G. Cole, Sidney, Ill.

**INDIANA**—15,000 bu. cribbed elevator, well equipped, electric power, good location and no competition. Address 60K11, Grain Dealers Journal, Chicago, Ill.

**COLORADO**—22,000 bu. new elevator and warehouse with coal sheds; electric power, feed mill, Richardson Automatic scale, ten ton Fairbanks scale. Only elevator in county seat town, good proposition for right party. Address 60K23, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

## TRUSTEE'S SALE.

The elevators belonging to the Dunbar Grain Co., Bankrupt, will be sold at auction at 2:00 P. M., July 7th, 1928, at the office of the company in DUNBAR, NEBR. This property consists of three elevators and accessories, complete and ready to run. Immediate possession. Bumper crop of wheat promised for this year. For further particulars write

A. B. Wilson, Trustee,  
Nebraska City, Nebraska.

**MICHIGAN**—15,000 bu. grain elevator, attrition feed mill, bean business, lumber yard, coal yard, good feed and flour exchange business, wire fence and posts, all kinds of building material. Electric power, cheap rate of 1½ to 3c per KWH, 12 motors in elevator, one motor in coal unloading machine. Situated in the heart of Michigan's good farming country on pavement M. 16, 20 miles east of Lansing. Want to retire after 35 years at the business. Write Charles Cool, Webberville, Mich.

## FOR SALE.

One grain elevator and mixed feed plant equipped to manufacture mashers, scratch and dairy feeds.

Two modern coal silos with Godfrey unloading equipment, practically new. Additional coal storing sheds and yards.

Located in Yellow Springs, Greene Co., Ohio. One of the most prosperous, most fertile and thrifty localities.

All buildings on our own land, comprising length 435 ft., width 80 ft. to 212 ft.

Pennsylvania side track paralleling the entire property.

Main street of the town crossing the end.

Enjoying a splendid business, a fine opportunity for an aggressive, up-to-date man.

Present owner is not engaged in this class of business and wishes to dispose of it.

THE NATIONAL FEED MILLS CO.  
YELLOW SPRINGS, OHIO.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

## ELEVATOR FOR SALE OR RENT

**EAST CENTRAL ILLINOIS**—35,000 bu. well equipped grain elevator; one other privately owned elevator at station. Annual business of station about 500,000 bushels. Address 59P9 Grain Dealers Journal, Chicago, Illinois.

## ELEVATOR FOR EXCHANGE.

**FOR EXCHANGE**—Transfer elevator in Chicago switching district, very cheap. Address owner at 718 Southmoor Hotel, Chicago, Ill.

## ELEVATOR FOR SALE OR LEASE

### FOR SALE

One million bushel capacity grain elevator for sale or lease. This business has shown handsome profit for the last twenty-five years, equipment is in No. 1 condition and the organization is still intact. If interested, will mail inventory and full details.

Goodman & Wolfe,  
Phone—L. D. 32. Terre Haute, Indiana.

## ELEVATORS WANTED

**WILL LEASE OR BUY** elevator or will trade good farm. Address 60J13, Grain Dealers Journal, Chicago, Ill.

**WANT TO LEASE** elevator in corn and oats belt, handling 200,000 bus. and up. Long experience with different elevators. Address 60K13, Grain Dealers Journal, Chicago, Ill.

## ELEVATOR BROKERS.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

## BUSINESS OPPORTUNITIES.

**NORTHERN INDIANA**—Interest in two elevators and coal yard; doing large business by party not active; buyer must have elevator experience and be able to assist present manager. Address J. C. Palmer, Geneva, Ohio.

**KENTUCKY**—Large modern feed plant for sale, five story and basement, brick and concrete mill building and concrete elevator 125,000 bu. adjoining—also other warehouses—a complete plant—splendid location, advantageous transit and reshipping privileges. Best of reason for selling. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.

## GRAIN, SEED AND COAL BUSINESS

### For Sale or Trade

Located in live Illinois city of 26,000; doing quarter million business annually; also doing a custom grinding business of \$200 per month; seed department nearly doubled past 12 months. This is a large deal requiring some money, would consider partner. We own all buildings; best location in city and full trackage back of entire plant. This is a million dollar business in less than three years; good reason for selling. Address 60K18, Grain Dealers Journal, Chicago, Ill.



## SITUATION WANTED.

**YOUNG MAN WANTS** position in grain elevator as mgr. or asst. Thorough knowledge grain, coal, seed, feed business, have bookkeeping experience. References furnished. 60G12, Grain Dealers Journal, Chicago.

**MARRIED MAN**, age 40, eight years' experience with line company handling the usual side lines, desires position with concern who operates year around, located where there are reasonably good schools and churches. Prefer place within 200 miles of Amarillo, Texas. If interested, write me. I can satisfy you as to my ability. 60K2, Grain Dealers Journal, Chicago.

**POSITION WANTED**—Want to manage and direct operations of one or more elevators in wheat belt of Kansas, preferably on joint account. Years of experience in the country grain business and thoroughly qualified from every angle to produce eminently satisfactory results. Best of trade references and can furnish bond in any reasonable amount. Address 60K4, Grain Dealers Journal, Chicago, Ill.

**ELDERLY GRAIN MAN** offers his lifelong experience in managing grain elevators in exchange for a job. Has always worked with the keenest competition and wants a place where efficiency and knowledge are essential. Believes in co-operation and handling side lines, keeps an up-to-date set of books. Has worked for the farmers' elevator company in Western North Dakota for past eleven years and made good as references show. Fire recently destroyed his own elevator in Western Minnesota and he is open for a position. Address 60K17, Grain Dealers Journal, Chicago, Ill.

## PARTNER WANTED.

**PARTNER WANTED** in old established grain and seed business. \$10,000 will cover a one-third interest and management of grain departments. Territory—Southern Minn. and Northern Iowa, includes two good grain stations. Address 60K12, Grain Dealers Journal, Chicago, Ill.

## SCALES WANTED.

**WANTED**—Eight or ten ton used Howe scale. Address Williamson Feed Mill, Merrill, Iowa.

**RICHARDSON AUTOMATIC SCALES** bought and sold. Address 60C18, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Second-hand hopper scales, 500 to 600 bushel capacity. Write to H. C. Teetor, Hagerstown, Ind.

**WANTED**—Ten ton truck scale in A No. 1 condition. Give full particulars and low dollar with reply. Write C. E. Lowry, 1108 23rd St., Sioux City, Iowa.

**WANTED**—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

**SECOND HAND SCALES** for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

## SCALES FOR SALE.

**RICHARDSON Automatic Scales**, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**THE WANTED-FOR SALE DEPARTMENT** of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

## ENGINE WANTED.

### WANTED

40 hp. steam engine, either center or left hand side crank. Must be in good condition. Brocton Elevator Co., Brocton, Ill.

## ENGINES FOR SALE

**FOR SALE**—One 15 hp. Fairbanks-Morse Type "Y" oil engine, in good condition. Minton Creamery, Harper, Kansas.

**FOR SALE**—A 45-h.p. Primm Oil Engine, in good running order, that I do not need. Will sell at a reasonable price. Write N. J. Holmes, Manchester, Ohio.

**FOR SALE**—25 h.p. Fairbanks-Morse Type "Y" oil engine, in excellent running order. Will consider in on trade for double motor driven 22" attrition mill. Address W. D. Rapp & Son, Sabina, Ohio.

**GASOLINE AND OIL ENGINES** of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

## BELTING WANTED.

**WANTED**—Used rubber belting. What have you? Farmers' Elevator Co., Brainard, Nebr.

## GRAIN WANTED.

**WE ARE IN THE MARKET** for Oat Clippings and Grain Screenings of all kinds. Leeson Grain Co., Inc., Buffalo, N. Y.

## HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

**Purchase and Sale Contracts** give a quick reference to Purchases and Sales. The Purchases being recorded on the left hand page and Sales on the right so user can quickly determine if he is long or short. Bound in tan canvas. 100 double pages size 8½x14 ins. Order Form 18 P&S. Price \$3.00. Weight 2½ lbs.

**Clark's Fractional Values** table is on heavy cardboard, 9½x11 inches, showing the value of any quantity from 1 to 50,000 bushels by ten bus. breaks at ¼, ⅓, ⅔, ½, ⅞, ⅝ and ⅞ cents. The number of bushels is shown in red and the value in black. Price 25 cents.

**Leaking Car Report Blanks** bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

All prices are f. o. b. Chicago.

**GRAIN DEALERS JOURNAL**, 309 So. LaSalle St., Chicago, Ill.

## Bargain Sale in Soiled and Shelf Worn Books.

**One Grain Receiving Ledger**, Form No. 43, fitted with a strongly reinforced index for listing accounts. Gives instant access to individual accounts of farmer patrons as each page is numbered. Will hold 8,800 listings of wagon loads. Price, \$1.75 and postage. Order No. 43 Special.

**Two Railroad Claim Books** for overcharge in freight or weight. Each book contains 100 original and 100 duplicate blanks with two-page index and four sheets of carbon; slightly soiled. Very special at \$1.25 and postage. Order "Special 411-E."

All prices are f. o. b. Chicago.

**GRAIN DEALERS JOURNAL**, 309 So. LaSalle St., Chicago, Ill.

## 10,000 SHIPPERS Are now using

### TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

**Prevent CLAIM LOSSES** Write for samples and prices

**INTERNATIONAL SEAL & LOCK CO.**

617 Railway Exchange Bldg., Chicago, Ill.

## Grain Dealer's Personal Stationery Cabinet

An ideal gift for your wife, sweetheart or friend—and for yourself.

Each cabinet contains 100 sheets high grade white paper, 7¼x10½ in., and 75 envelopes, 7½ in., to match, each sheet and envelope printed in blue ink with your name and address. Your choice of three finishes: linen cloth, glove skin, crushed antique. When sending order, indicate finish desired.

Print your copy carefully, to avoid errors.

Price \$1.85. Send remittance with order to

## Grain Dealers Journal

309 S. La Salle St., Chicago, Ill.

## KEEP POSTED

### GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

State.....



**MACHINES FOR SALE.****SAVE POWER—REDUCE FIRE RISK**

By installing Used or New Ball or Roller Bearing Hangers and Pillow Blocks at very low prices.

Transmission Machinery Co., Chicago, Ill.

**FOR SALE**—One 25-h.p. Allis Engine in good running order, with pump and connections. \$25.00 f. o. b. Gadsen, Ind.; one 20" Monarch belt driven attrition mill good as new—rebuilt last year, \$75.00 buys it f. o. b. Gadsen, Ind. Goodrich Construction Co., Winchester, Ind.

**FOR SALE**—One Monarch Ball Bearing reverse drive countershaft, 42 in. pulleys, for attrition mill drive; one 25-h.p. Fairbanks-Morse type "Y" oil engine; numerous pulleys and shafting; priced to move quickly. Davis Power & Milling Co., Mauston, Wis.

**FOR QUICK SALE.**

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. **DIAMOND HULLER CO.**, Winona, Minn.

**FOR SALE**—Clipper cleaner with traveling brushes; elevator buckets 4" to 6" projection, 6" to 12" on the belt; some belting and pulleys; 3 Fairbanks-Morse grain testers. All the above in good condition. H. D. Everingham, Fort Madison, Iowa.

**USED MACHINERY FOR SALE.**

One Williams No. 5 Roller Knife Shredder; one No. 1 Jay Bee Grinder; one 30" Bauer Belt Driven Attrition Mill; one 30" Cogswell Double Pulley Attrition Mill. Send for new list of crushing and grinding machinery.

**CONSOLIDATED PRODUCTS CO., INC.**  
14-17 Park Row New York City

**NEW AND USED MACHINERY FOR SALE**

Two 22-in. double head Bauer ball bearing, motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs.; 1 double stand 9x24 Noye rolls, LePage cut; and 1 Weller 12 in. x 24 in. steel elevator leg, approximately 130-foot centers, excellent condition. For reasonable quotations on all kinds of mill and elevator equipment write or wire **STANDARD MILL SUPPLY COMPANY**, 501 Waldheim Building, Kansas City, Mo.

**REAL BARGAINS.**

**Prompt Attention. Quick Shipments.**  
When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans specifications, flow sheets, etc., our specialty.

Write us without delay.

**SPROUT, WALDRON & CO.,**

9 S. Clinton St., Chicago, Ill.

**MACHINERY BARGAINS.**

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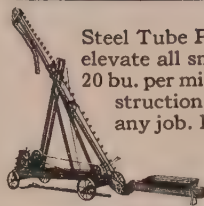
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## Oklahoma Meeting Discusses Many Interesting Problems.

[Concluded from page 636.]

Wichita representatives included E. H. Adair, I. H. Blood, E. H. Batt, John H. Beyer, Jack Carroll, H. L. Chowning, J. G. Dixon, C. M. Evans, W. R. Foot, J. R. Harold, John Hayes, Bill Kopp, H. P. Lorenz, Bernard Megaffin, Paul M. Morton, A. E. Randle, W. H. Smith, U. L. Shelton, R. W. Smith, J. A. Woodside, Glenn G. Yancey.

Oklahoma shippers, line elevator agents, millers and country brokers included E. N. Alexander, Amorita; O. E. Allen, Byron; C. L. Atherton, Redrock; D. F. Anderhub, Blackwell; E. S. Bouldin, Muskogee; Otis Bickford, Freedom; Roy Bender, Douglas; Geo. Burgin, Billings; J. H. Bailey, Altus; T. A. Krouth, Yukon; Ed. Burson, Chickasha; W. J. Baines, Hennessey; Sid Barnes, Hobart; R. E. Bell, Rosston; J. Bergholt, Newkirk; Wm. Black, Arapaho; L. E. Bouquet, Woodward; J. O. Brought, Waynoka; W. S. Burns, Knowles.

F. V. Cole, Marland; Carl Cassidy, Frederick; John F. Cox, Granite; E. Carpenter, Salt Fork; C. H. Cox, Carmen; R. L. Caldwell, Rosston; P. A. Cope, Chattanooga; Munson Church, Jet; G. M. Cassidy, Tonkawa; A. H. Clausing, Lucien; H. S. Cunningham, Watonga; J. E. Davis, Alva; A. D. Dark, Edmond; R. W. Davidson, Pocasset; J. M. DeGrange, Amorita; R. H. Dickenson, Hitchcock; Oscar Dow, Okarche; O. G. Downing, Navina; Elmer Estill, Goltry; W. H. Edwards, Vici; J. H. Estill, Carrier; Price Peauquay, Wellington (Kan.); C. C. Frans, Ponca City; E. E. Fry, Thomas; C. E. Foster, Fairmont; Leo Greer, Nash; R. H. Graves, Lavern; C. F. Greenwood, Jefferson.

Gus Heady, Dacoma; R. B. Harrington, Forgan; Wm. Hayten, Billings; J. S. Heasley, Alva; Chas. F. Huguley, Beaver; S. H. Hendrickson, Okeene; G. C. Hollis, Hinton; D. J. Hughes, Henryetta; R. Howard, Hunter; Harry Hunter, Okarche; J. S. Hutchins, Ponca City; C. N. Herrian, Byron; Edw. Johnston, Pond Creek; C. T. James, Gage; H. C. Jackson, Perry; R. E. James, Pond Creek; Ed Jenkins, Medford; Glenn W. Johnston, Fairview; Geo. Koch, Fay; J. F. Krouth and T. A. Krouth, Yukon; F. R. Linville, Thomas; A. R. Lankard, Kingfisher; C. B. Lorenz, Fairview.

A. B. Messall, Supply; E. J. Miller, Perry; E. B. McNeil, Thomas; Ralph E. McCrady, Carmen; O. D. Mosier, Carmen; Fred Martin, Blackwell; James McIntire, Renfrow; James McSpadden, Tahlequah; Geo. F. Melbourn, Fairland; C. J. Murphy, Byron; John Mugler, Perry; D. E. McAnow, Elgin; J. L. Nault, Okeene; Ed Nelson, Clinton; W. T. Oates, Ponca City; A. J. Orr, Cordell; Frank O'Bannon, Claremore; J. E. Ogren, Arkansas City (Kan.); John O'Brian, El Reno; R. S. Osborn, Pocasset; Everett Parker, Okeene; B. A. Parsons, Hardtner (Kan.); J. C. Pearson, Marshall; Wm. J. Parson, Buffalo; Scott Reay, Canton; C. L. Rhodes, Ingersoll; H. L. Reames, Homestead; H. C. Robinson, Union City; L. E. Raymond, Blackwell.

H. A. Richert, Thomas; G. W. Raymer, Tonkawa; J. W. Remple, Gotebo; F. Ringelman, Gearey; S. L. Riffel, Fairview; S. H. Sidders, Shattuck; J. M. Shornben, Ponca City; F. H. Seel, Breckinridge; F. H. Schlicht, Burlington; W. E. Shepard, Hobart; R. F. Scates, Woodward; P. W. Shaffer, Hardtner; Pat Stephens, Navina; C. C. Smith, Conway Springs (Kan.); W. A. Teter, Woodward; A. R. Thomas, Carnegie; J. E. Taylor, Ringwood; Clyde L. Tucker, Nash; J. N. Voorhees, Fairview; F. A. Wheeler, Watonga; W. Winton, Yukon; L. A. Williams, Billings; W. H. Williams, Shawnee; F. H. Wallace, Chickasha; B. A. Wohlgenuth, Fairview; D. F. Wegener, Okarche; E. F. Wells, Beaver; E. E. Wilson, Hunter; W. O. Wheeler.

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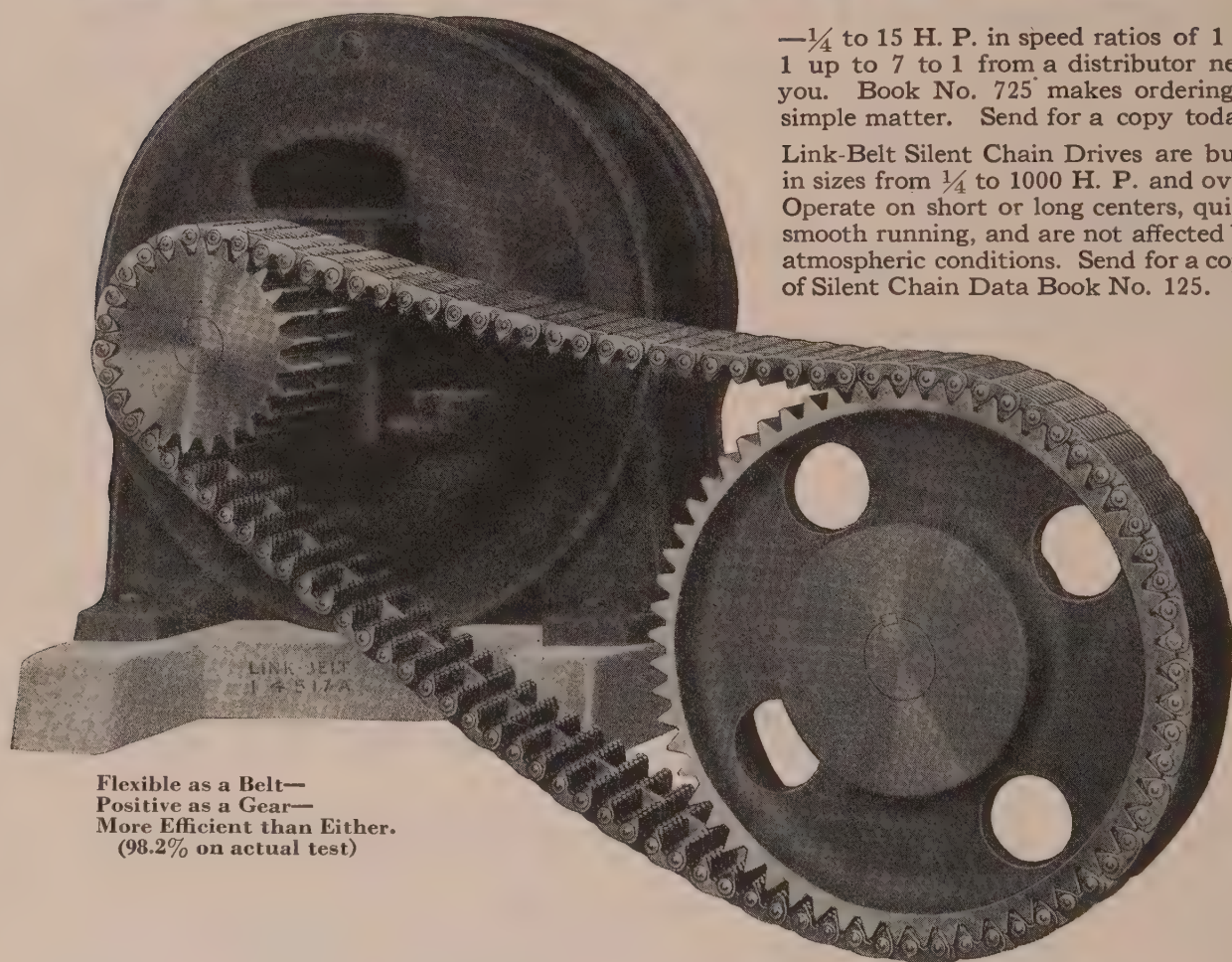
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## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

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THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, MAY, 25 1928

**BLOWING GRAIN** from wagon dump to car or bin is easily possible but unless the force of the blower is carefully regulated the grain may be broken into meal.

**PIPING THE** exhaust of a gasoline engine thru a shingle roof resulted in the complete destruction of a Nebraska elevator last week just as one would naturally expect it to do.

**MANY ELEVATOR** men who are operating feed mills are finding a Diesel engine economical and most satisfactory power. While the cost of installation is large, the upkeep and cost of operation is small.

**DEFENDING** regulation of grain exchanges by showing that the espionage has not prevented a slight increase in the volume of trading loses sight of the stunting effect of the threat of regulation in preventing the natural growth of the trade. Future trading now is only slightly in excess of what it was before the period of espionage; while the transactions on the unregulated New York Stock Exchange have increased in the same time from 500,000 shares per day to 4,900,000 shares. Any relief from spying on individual traders that would have the effect of increasing the volume of speculation in grain would certainly have the same result as in the stock market, namely, much higher prices, to the advantage of the grain grower.

**BATCH MIXERS** are needed by every grinder who hopes to turn out according to a given formula. No elevator leg can be depended upon to mix feed ingredients with satisfactory results. Those who try it simply court trouble and needless expense.

**SOFT WHEAT** millers are so worried over their future supply of milling wheat that this commodity is bound to command a handsome premium as soon as the new crop starts to move. Elevator men having old stocks on hand owe it to themselves to clean and scour it thoroly before offering it for sale as the better grades are in strong demand.

**NOTWITHSTANDING THE** courts of Maryland have pronounced the law of that state limiting the number of chain stores in a county unconstitutional, Senator Wildman Brookhart has introduced a bill in the Senate to outlaw chain stores. This would also apply to line elevators. Evidently the great statesman from Iowa is unable to profit from the experience of others.

**BUYERS WHO WEIGH** grain into their elevators over their own scales and assess shippers a weighing fee for each car received are charged by a Texas correspondent with working "a petty graft." Few millers charge for this weighing service or for unloading and elevating the grain to scale hopper and doubtless no buyers will long continue this charge because their sense of fairness will not justify it.

**SMUT HAS** caused such great losses to wheat growers and handlers all have eagerly grasped at any device for mixing copper carbonate with the infected seed with the natural result that much seed has been sown by intelligent farmers which was not sufficiently coated with the protecting chemical to check the multiplication of smut spores. Seldom has the homemade mixing barrel given satisfactory results, principally because much of the seed failed to get the thoro coating of copper carbonate dust needed to check the propagation of smut, hence we are convinced that the best mixer obtainable is none too good for treating smut infected seed.

**SENATORS CARAWAY, Capper, McNary** and the rest of the wild-eyed coterie will find food for serious thought in the recent establishment of a future trading market at Hamburg. The millers, importers and jobbers of that section of Europe have been depending upon the Liverpool future market to protect them against the vicissitudes of the grain markets of the world, but have such a large volume of trade that they feel the necessity of establishing a market for future trading at home. Grain values will rise and fall in spite of all the laws of man and if merchants and manufacturers are to protect themselves against changes in market values, then they must have access to a futures market. The wild-eyed reformers of this country would force all dealers to absorb this speculative element instead of turning it over to market scalpers. If ever they are forced to assume all the risks of the market they will of course be forced to work on a much wider margin than ever before to the great cost of producers and consumers.

**THE U. S. FEED Distributors Ass'n** is out with a special bulletin against Senator Caraway's Bill to prevent the sale of cotton and grain in future markets and doubtless will secure the active assistance of many firms in the trade. The misguided Senator has cherished the hope of securing legislation against futures for so many years the impression is abroad that his last loss in the futures market must have been a very heavy one.

**SELLING VOTES** for votes by members of Congress is said to be widely practiced because citizens tolerate the abuse. If Congressmen were caught trading votes for anything else, it would stir up a thrilling scandal. Trading has resulted in the enactment of much vicious legislation antagonistic to the interests of the citizens whose representatives put it on the statutes, because the traders vote for many bills without even reading them.

**BEARINGS OF THE** old style, common, flat pillow-block type have been credited with causing the destruction of so many grain elevators, the time is near at hand when elevator owners and fire insurance companies insuring grain elevators will both declare war on these old style fire fiends. The modern ball or roller bearing pays for itself in time, labor and oil saved, and the reduction in the monthly power bill more than offsets the cost of installation in a sort time.

**THE POOL** of beet growers in Colorado has been of considerable benefit to the grain dealers of that state. The grain dealers will get more barley and spring wheat to handle on account of the increase in the acreage devoted to grain because the farmers could not afford to continue growing beets without a contract, with a sugar company guaranteeing a market for the beets, and their outlet was made uncertain by the litigation involving the Mountain States Beet Pool.

### The Veto in Line of Duty.

In returning the farm relief bill to Congress without his approval, the President shows himself to be a statesman unwilling to shirk his duty to study the measures brot before him and to condemn those that are harmful. It would have been easy for a common politician in the President's chair to have allowed the bill to become a law in reliance on the certainty that the public would later be protected from this monstrosity by a decision of the Supreme Court declaring the McNary-Haugen bill to be unconstitutional.

The President was unwilling that cattle raisers in the United States should be undermined abroad by sales of cheaper feeds to foreign countries. He was unwilling to saddle upon us a top-heavy burocracy. He knew that the bill would harm the farmers that it pretended to benefit.

Mr. Coolidge saw that this bill would be but the entering wedge for state socialism in every line of trade and industry and spell the death of the private initiative that has made America the greatest nation on earth.

Critics of the veto significantly denounce the President as no friend of the farmer. They do not even pretend to answer any of his arguments against this venture into the uncharted sea of price-fixing; they are unanswerable.



### Millers Attack Problem of Profit.

For a few years after the post-war depression the evils of selling flour below the cost of manufacture and of making long time contracts that buyers were not required to abide by on a falling market were under constant discussion by millers.

It was soon seen that without organized action no satisfactory profit margin could be obtained. Accordingly the Millers National Federation has had a cost-accounting system devised, has obtained pledges against selling flour more than four months ahead and devoted nearly two whole days of its convention at Chicago May 16-18 to sales and merchandising policies.

Several important millers thought that overproduction was not the greatest trouble, but that the merchandising of flour had not kept pace with the selling methods employed by other industries. Too many were concerned with the saving of pennies and did not sell brands, but price, which had a tendency to bring down the general price level.

The fruits of organized action can not be realized fully without legislation permitting co-operation in sales policies; and every other manufacturing industry in the country will no doubt be glad to aid the millers in the purpose of the following resolution which was adopted at the convention:

Resolved, That the Millers National Federation make an earnest and aggressive effort to secure the active co-operation of other industrial organizations in an effort to secure federal legislation which will permit the individual units of an industry lawfully to enter into co-operative arrangements which may enable them to secure not less than average cost in the sale of their products.

The millers stand in need of a dissemination of information on prices and terms of sale, the effect of which would be to educate the price cutters. Many now cut prices below cost of production, ignorantly. If the miller knew that his ten competitors were every one of them 20 cents per barrel higher, and he alone was 20 cents under the price, how long would he continue throwing away 20 cents?

An addition of 15 to 25 cents on the barrel of flour means nothing to the consumer of the loaf, but it means everything toward a prosperous milling industry.

THE PRICE of grain has ranged so high on the last crop many Pacific Coast dealers are planning to provide bulk handling facilities. Then, too, many farmers are hauling grain to market in grain-tight trucks so that it is more convenient to dump it into a receiving sink.

COMBINED WHEAT will soon be rushed to market regardless of whether it was cut before daybreak or during a rain storm because the farmers have no storage or drying facilities at home where they know the grain can safely be handled. They will force this extra risk on the country elevator operator just as they did last year and unless he vigilantly inspects each load received he is bound to encounter trouble. The country elevator operator who is equipped with a modern drier will no doubt realize a handsome profit from his investment by placing damp combined wheat in condition to store safely. Then he can ship it when the market suits him.

### Malt Elevator and Storage at Peoria.

To meet the rapidly increasing demand for its products the Premier Malt Products Co. has erected a modern malt elevator and storage at Peoria, Ill.

The plant consists of a group of six concrete tanks 22 ft. 6 in. in diameter by 140 ft. high, and in front a workhouse 15 ft. 2 in. wide by 47 ft. long. The circular tanks and interstices are provided with patented Budd type of steel bin bottoms with rack and pinion gates and belt loaders and manhole provided for entering bin at the bottom. With this arrangement the basement is well lighted with high ceilings. The storage has a capacity of 300,000 bu.

To receive barley, two Fairbanks track scales have been provided in a structural steel trackshed. One of the scales discharge by gravity to the receiving leg. The other discharges into a screw conveyor which conveys to receiving leg from which point the grain is elevated to the top of the elevator and by means of dial turnheads the grain is spouted to any of the workhouse bins and two adjoining storage tanks as well as to the belt conveyor over the storage.

IN THE TRACKSHED are two 10-hp. motors for driving the car shovels and car puller. Special loading spouts are provided, one for the loading of grain and two special malt spouts designed especially for the loading of malt to prevent its cracking or pulverizing in the loading.

In the basement of the workhouse is a 10-hp. motor which drives two 24-in. belt conveyors thru silent chains and friction clutches.

A shipping leg is also provided with the boot, set in a receiving pit similar to the receiving leg and extending to the top of the elevator and having the same distribution as the receiving leg. The two legs are driven by means of a 30-h.p. ball bearing motor thru a silent chain and gear reduction unit. This motor also drives the 30-in. storage conveyor.

IN THE CUPOLA of the elevator are three storage bins over the cleaning machines, which are driven by the 10-hp. motor thru a belt drive. The cleaners are located halfway up in the elevator so as to enable the cleaning to go on continuously without the use of legs except to fill the bins above the cleaners and to remove the grain from below the cleaner. Underneath the cleaners special bins are provided for the different grades of malt and malt sprouts. The discharge from the cleaner fans is provided with two-way spouts so as to keep the materials which go thru the cyclone discharge separate in case malt is being cleaned or barley so as to preserve the identity in the two processes as the cleaned material is discharged into the bins underneath the cleaners. Special large and easy floating spouts are provided for either the sacking of this material on the first floor or the spouting of same direct into cars.

A manlift provides easy passage from the first floor level to the bin floor level. It is driven by means of a 5-h.p. ball bearing motor thru a silent chain drive. This manlift is of the approved type with double safety features. A steel stairway is provided from the basement floor to the top of the elevator.

From the New Malt Elevator barley is delivered to the malting department by means of a long trussed spout leading from the bin floor level receiving grain from the tripper discharge conveying it into a hopper located under the roof of the malting unit, from which point it is conveyed by means of a 12-in. screw conveyor driven by a 10-h.p. motor and silent chain drive to another screw conveyor at right angles to same, from which in turn it distributes the barley to the various bins over the steep tanks. The dried malt is returned to the new malt elevator by means of 12-in. screw conveyors running thru a tunnel system and discharging onto two 24-in. shipping conveyors in the basement of the storage, from whence it is conveyed to either the shipping or receiving leg and discharged to the bins above the cleaner or into the storage.

The storage cupola is of the daylight type, having continuous sash the full length of the cupola.

The plant is located alongside of the Illinois river, which has a wide range between high and low water. Therefore, the portion of the elevator where the receiving pits are located are made water-tight, the tracks having been elevated 4 ft. above their normal grade so as to keep them out of water and put them on the same elevation as the main line tracks adjoining.

The property has ideal railroad facilities, having a connection to the Rock Island main line and to the Peoria & Pekin Union.

The entire plant is electrically driven. The motors and starters are the General Electric Co.'s ball bearing type.

The spouting was furnished by the Weller Metal Products Co.

The machinery was furnished by J. B. Ehrsam & Sons Mfg. Co., and silent chains by the Link-Belt Co.

This elevator was designed and built by James Stewart Corporation, with the Kurth Malting Co. as consulting engineers.

The plant is shown in the engraving on outside front cover page.

Henry Ward Beer, for more than 6 years special trial counsel for the Federal Trade Commission and formerly special assistant to the Attorney-General, has resumed the private practice of the law in New York City, to co-operate with trade organizations affected under the Sherman, Clayton and other federal acts.



Daylight Cupola of Premier Elevator at Peoria, Ill.



# Oklahoma Meeting Discusses Many Interesting Problems

Bright Oklahoma sunshine chased away the clouds of the previous evening for the opening day of the 30th annual convention of the Oklahoma Grain Dealers' Ass'n, held in Enid, the center of the state's wheat territory, on Friday and Saturday, May 18 and 19. A splendid turn-out swelled the registration to 400. The Oxford hotel was headquarters, but all business sessions were held in the Elks' Club.

## Friday Morning Session.

The first session was opened in the large hall of the Elks' Club, at 10 o'clock Friday morning with Pres. A. R. Hacker of Enid in the chair. The usual welcoming address by the Mayor or a Chamber of Commerce representative was dispensed with and an opening address, given by Wm. Murphy of Kansas City took its place.

MR. MURPHY, the Swede, cracked several stories much to the delight and amusement of the delegates. Then he gave a brief history of the Oklahoma organization, saying:

## Mr. Murphy's Talk.

A few years before the close of the 19th Century, W. R. Binkley of Kingfisher conceived the idea of organizing a grain dealers ass'n for the grain men of Oklahoma. On March 15, 1898, he met with 18 other dealers from 18 individual elevators at an Oklahoma City hotel. The Oklahoma Grain Dealers Ass'n was perfected. Naturally Mr. Binkley was elected pres. He is still alive and hale and hearty, now retired and living in Oklahoma City.

In the fall of the following year, Mr. Ruth, also of Kingfisher, organized the Oklahoma Millers Ass'n and Mr. Ruth was likewise elected president.

Since organization of your ass'n you have been served by 16 presidents. Each of them served 2 years, except for two old wheel-horses, Jim Hutchins and W. R. Randels. The former served 3 years; the latter served 3 terms, then dropped out and was called back again to serve 2 more.

The first organization had 19 members from 19 elevators. Today there are between 500 and 600 elevators in the state and two-thirds of them belong to the ass'n. All ought to belong, as each receives benefit from it.

In 1906 Oklahoma had 63 flour mills, manufacturing 11,000 bbls. of flour per day. Twenty years later there were only 26, but 9 of these 26 manufactured as much as the 63 back in 1906 and the 26 produced 15,200 bbls. per day. Now you are getting another one. One of the Northwestern mills is locating here at Enid.

Your grain dealers ass'n was organized to promote better feeling between the members of the trade, inspire confidence and obtain justice, and generally secure the benefits of organization for the Oklahoma grain trade.

Since organization you have been served by 4 sec'y's. In 1900 C. T. Prouty was elected. He served 3 years, then was called by the grim reaper. Naturally the sec'yship fell to the shoulders of C. F. Prouty, his son, more familiarly known as Frank. The way in which he has so efficiently borne the burden and the love of the trade for him has sufficient testimony in his quarter century of continuous service.

Mr. Murphy finished with a glowing tribute to Oklahoma, quoting the words of Clarence B. Douglas at the time Oklahoma was admitted to the Union and became a state.

DR. J. W. T. DUVEL, chief of the U. S. Futures Administration, Washington, D. C., told about the work of his department as he did at Galveston. His address will be found elsewhere in this number.

## Wheat Prices of the Future.

CARL WILLIAMS, editor Oklahoma Farmer-Stockman, Oklahoma City, addressed the dealers on what to expect in wheat prices during the next 10 years. He prefaced his remarks with a brief history of agriculture in this country, proving that it was originally built up thru that activity. He showed that farmers have suffered deflation after every war, and that their salvation probably lies in so lowering their

costs with the aid of modern machinery. Wheat is probably most adapted to handling with machinery. Wheat production will doubtless increase as a consequence.

The U. S. consumption of wheat has been reduced. It is steadily going downward, which puts wheat on a world price basis. Europe is the big consumer. Europe needs fat and meat and dairy products more than it does wheat. The Soviet regime precludes heavy production in Russia. Wheat will necessarily come from the export countries, United States, Argentina, Canada, Australia, India.

I look for increasing production and export from Argentina and Canada. Their resources are big and conditions favorable. U. S. exports will, of course, increase. What this will mean in price I don't know, but would assume the 10 year average will bring a gradually declining price. Increasing supply without equal development of consumption must bring decline in price. Unless some means is found to equalize prices the point will likely be reached when production of wheat in this country will become unprofitable. Then the cycle will swing again.

PRES. HACKER made a few announcements and appointed the following committees:

RESOLUTIONS: Cecil Munn, Enid, chairman; E. M. Flickinger, Oklahoma City; L. E. Bouquet, Woodward; E. R. Humphrey, Enid; Bert Lankard, Kingfisher, Geo. F. Milbourn, Fairland.

NOMINATING: W. B. Johnston, Enid, chairman; E. S. Bouldin, Muskogee; Jno. O'Brien, El Reno; Jake Remple, Gotebo.

Adjourned to 1:30 p. m.

## Friday Afternoon Session.

The second session was opened with an address on Legislation by Chas. Quinn, sec'y Grain Dealers National Ass'n, largely repeating what he said at Dodge City and Joliet, expressing belief President Coolidge would veto the McNary-Haugen bill.

R. C. ANDREW, District Manager Car Service Division, American Railway Ass'n, Dallas, Tex., gave a brief address on car supply and distribution. He said:

## Railroad Situation.

Our railroad situation is better today than it has ever been, due to three things: more money invested in property and equipment; greater efficiency in operation; and constructive cooperation of the shipping public.

In order to keep pace with industrial growth and development it will be necessary for the railroads to spend annually for a number of years something like eight hundred million dollars for capital improvements, and in addition, many millions more for repairs and renewals, which are charged to operation.

And to do this there must be maintained a proper ratio of expenses to earnings, which can be done only by the constant development of efficiency in operation. There has never been a period in the history of the railroads when the application of methods and practices calculated to increase efficiency and reduce operating costs was carried on so intensely and effectively as now.

If I understand the signs of the times, we are now at the threshold of an era in which industrial development will exceed in magnitude anything we have ever had; and to meet the heavy increased demands for transportation that must necessarily go hand in hand with commercial expansion, railroad facilities must be greatly extended and the measure of efficiency in operation lifted to still higher levels.

The improvement that has been made in the railroad transportation service in recent years is not generally realized. Perhaps some of you remember a resolution that was adopted in 1916—only twelve years ago—by the National Ass'n of Railroad and Public Utilities Commissioners pointing to the enormous losses suffered by the shipping public as a consequence of heavy and protracted car shortages and other transportation deficiencies. A committee was appointed by that Ass'n to investigate these conditions with a view to recommending measures for correcting them. After a most thorough study of the transportation situation of that period this committee made the very discouraging report that it could offer nothing which would give hope of any improvement.

Since that report was made, traffic has in-

creased 18 per cent, the number of freight cars has increased only about 5 per cent, and this increase consists of refrigerator cars. The number of locomotives has decreased 4 per cent; so from a situation in which the car supply seemed greatly insufficient we have reached a place in transportation operation where with a substantial increase in tonnage, with practically no increase in the number of cars and an actual decrease in the number of locomotives available for service, the traffic of the country was handled last year with an average daily surplus of 260,000 cars and 5,828 locomotives—and at no time was there a shortage of equipment or a service complaint except a case now and then due to some local disability speedily corrected.

What was it that made such performance possible? Certainly it was not brought about through the enactment of any law or by an order of any regulatory body. It did not just happen, but something did happen, and it started with the organization of Shippers Advisory Boards five years ago.

This new relationship between the shipping public and the railroads is primarily responsible for our splendid transportation service today, for thru this contact shippers keep the railroads informed of prospective traffic and transportation requirements; and they have cooperated to increase efficiency in car usage. The railroads, recognizing this benefit and the disposition of shippers to cooperate in matters of mutual interest, were able to borrow large sums of money with which to buy new equipment and make extensive improvements which were necessary before the present high standard of service could be established.

The increase in the miles per car day. Not longer than 12 years ago an average of 22 miles per car day was considered a high mark of achievement, but within the last two years many railroads have exceeded 40, and the average last year for all railroads in the United States was 30.4. The increase in miles per car day last year over 1916 was equivalent to adding more cars to the general supply than would be required to handle the entire winter wheat crop of the United States.

However, the quicker turn-around and increased service per car unit are not alone responsible for the better movement of traffic, but the fact that the heavy increase in traffic has been taken care of with practically no increase in the number of cars has prevented abnormal accumulations at terminals, which for a quarter of a century have recurred with seasonal regularity during periods of heavy movement.

This has been reasonably overcome, not by increasing locomotive units, but by increasing the tractive power of the units employed; not by increasing the number of cars, but by replacing obsolete and worn-out cars with better cars of larger carrying capacity; and instead of permitting large accumulations of loaded cars at terminals which could not be disposed of promptly, movements have been regulated and unloading facilities have been increased, all of which have helped to bring about our present situation.

This was not accomplished by the railroads alone, nor by the shippers alone, but by the cooperative effort of both, each assuming his fair share of responsibility. The future success of transportation in this country lies very largely in the measure of cooperation between all the parties at interest so that each will recognize and discharge in a proper way his obligation.

Movement of this season's grain crop. The originating railroads will assemble and store in advance of the harvest a substantial supply of suitable equipment, and an order of the Car Service Division will be set up providing for the prompt return of these cars to loading territory as soon as releases are effected at destinations.

Lines serving the Southwest have installed during the past two years something like 17,000 new box cars and 600 locomotives, a large proportion of which should be available for grain service this year. In addition to these, cars of other ownerships will be used to such extent as needed.

The large number of combines in the territory will create an exceedingly fast movement and it is just possible that both country and terminal facilities will be unable to take care of this heavy inflow every day.

Shippers can assist by loading cars promptly and to limit capacity; by ordering no more cars from day to day than are really needed and can be loaded; by presenting bills of lading as soon as cars are ready to move so that the first available train can get them; by handling banking papers promptly and, when reconsignments and diversions are to be made, by attending to this with as little delay as possible.

The next meeting of our Southwest Shippers Advisory Board will be held in this city on June 7th. The particular reason for the selection of Enid is that we might come to the heart of the grain territory and obtain from producers and shippers first-hand information concerning the season's wheat crop, to learn directly from the railroad representatives what each railroad is planning to do to take care of this big movement, and to thresh out any question which producers, shippers or railroads might want to bring up that would in any way facilitate the handling of this crop.

[Concluded on Page 626]



To do anything because others do it, and not because the thing is good, or kind, or honest in its own right, is to resign all moral control and captaincy upon yourself, and go post-haste to the devil with the greater number.—Robert Louis Stevenson.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### What Fumigant Shall I Use?

*Grain Dealers Journal:* Please advise me what fumigant to use effectively to kill weevil in my flour and feed house, and where I can obtain same.—O. J. Kaschmitter, Whittemore, Ia.

**Ans.:** Chlorpicrin is the most effective, cheapest, safest and easiest to apply. The trademark of this efficient fumigant is "Larvacide," as produced by Innis, Spelden & Co. Furniture Fumigation Co. of Chicago is the closest agent to Whittemore handling their product.

It is advisable that the services of these experts be employed to give an initial demonstrative fumigation, coaching in the details, so that thereafter fumigations may be made without assistance.

The full details of this fumigant appeared in the January 25 number of the Grain Dealers Journal.

### Volume of Future Trading on Chicago Board.

Trading in wheat futures on the Chicago Board of Trade, which had been very dull for a year past, became suddenly active during the month of April. Transactions during April totaled 1,354,075,000 bus. wheat, 691,036,000 bus. corn and 133,721,000 bus. oats; against 712,327,000 bus. wheat, 287,381,000 bus. corn and 87,338,000 bus. oats during April, 1927.

Open contracts in wheat futures rose from a low of 97,294,000 bus. on Apr. 2 to a high of 121,502,000 on Apr. 30.

### Board of Trade Warehouse Corporation.

With regard to the petition for licensing of the Board of Trade Warehouse Corporation, the Illinois Commerce Commission, since its recent hearing on the application, has made the following announcement:

Examination of the record discloses that the Warehouse Law of 1927 grew out of the investigation by the Illinois Legislative Grain Marketing Investigating Com'te. The record further discloses that this corporation when organized will create a monopoly of the business of grain warehousing in the Chicago market. The grain trade of the middle west, as well as of Chicago, is intimately interwoven with the matter of grain warehousing and is very sensitive to its operations.

Grave doubts have arisen among some of the members of this Commission as to certain phases of this method of solving the warehousing problem. Under these circumstances this Commission feels that the public good requires that it get the benefit of disinterested expert opinion, especially from the source of the Illinois Legislative Grain Marketing Investigating Com'te. The Commission has, therefore, requested Mr. Benjamin F. Goldstein, special counsel for that com'te, whose special knowledge of the marketing of grain was acknowledged by the com'te in its official report, to advise this com'te upon the matters involved in the said application.

Mr. Goldstein has consented to act and will file his written opinion as "Amicus Curiae" on or before June 15.

The matter, therefore, will be kept under advisement until further order of this Commission.

The same order was entered in connection with the case covering the adoption of rules and regulations of the Board of Trade, relating to the warehousing of grain.

### Legislation at Washington.

H. R. 13504, by Rankin, would amend the Cotton Futures Act and provide a Commission to supervise exchanges.

**Repeal of the tax on future sales on exchanges** was debated in the Senate May 9, Senator Simmons of North Carolina favoring it as a measure of farm relief and Caraway of Arkansas desiring to raise it to 10c per \$100, alleging this trading was "plain gambling." The Senate in considering the tax bill May 21 restored the 1 cent per \$100 tax that the House had modified.

**Cotton price predictions** by the U. S. Dept. of Agriculture had resulted in a loss of \$400,000,000 to Southern cotton farmers, said Senator Heflin of Alabama in the Senate May 8 when supporting S. 3845 to prohibit price predictions of cotton by any government department.

H. R. 12043 by White of Maine would levy a special tax against articles from foreign countries imported thru a contiguous foreign country, hitting at imports thru the port of Montreal.

H. R. 13646, by Ninson, to regulate cotton exchanges, was favorably reported May 11 from the House Com'te on Agriculture. It will be known as the Cotton Futures Trading Act. Every section of the Grain Futures Act is copied, substituting "cotton" for "grain."

Senator McNary and Representative Haugen conferred May 21 with President Coolidge relative to the expected veto of the McNary-Haugen bill. It is said the President urged that some kind of compromise bill be passed without the equalization tax.

**Responding to the Walsh Resolution** for a comparison of U. S. and Canadian rates on grain the Interstate Commerce Commission on May 16 reported it is without full information that would enable it to state to what extent the United States rates are excessive, attributable to the Transportation Act. The Commission does, however, give a tabulation of many rates, for instance, the rate on wheat from Glasgow, Mont., to Duluth, 779 miles, is 35 cents, while from Regina, Sask., to Fort William, Ont., 776 miles, it is 20 cents.

W. R. Ogg, representing the American Farm Bureau Federation, told the House Com'te on Agriculture May 15 that the Burtness bill, H. R. 106, would mean the

price reflection to growers of premiums for protein in wheat and oil in flaxseed. He claims that in some way the farmers should be aided to ascertain the protein content before they sell their wheat. Representative Andresen said more than 10,000 laboratories would be established. No action was taken on the bill and it is not likely to be passed. In any event, the legislation is not mandatory, but permissive.

**Senator Walsh** told the Senate Com'te on Agriculture and Forestry May 19 that he had been trying for two years to get the Department of Agriculture to do something toward protein testing of wheat in grading. He read a letter from Sec'y Jardine that the bill, S. 3367, was "not workable in the light of present day commercial grain inspection." Frederick Brechman, Washington representative of the National Grange, endorsed the bill, and Chester Gray of the Farm Bureau Federation added his approval. Nils Olsen, ass't. chief of the Bureau of Agricultural Economics, said it was not feasible. It was difficult to make the test, he said, and to find chemists competent to perform it.

### Bill to Protect Drafts Collected by Banks.

The bill introduced in the House of Representatives by Mr. Strong of Kansas as H. R. 13153, and approved by grain dealers in convention, to protect the proceeds of drafts held by banks that failed, reads as follows:

To provide that transferors for collection of negotiable instruments shall be preferred creditors of national banks in certain cases.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That upon appointment of a receiver of any national bank the transferor of a negotiable instrument transferred after the enactment of this Act to such bank for collection shall be a preferred creditor of such bank in the amount of the liability of such bank as collection agency if such negotiable instrument has been collected, either in whole or in part, by such bank.

**Broadcasting** of Chicago Board of Trade quotations, formerly sent over WLS are now going out over WMAQ.

### Death of E. M. Wayne.

After a short illness of aplastic anemia, Edwin Mead Wayne died on the evening of May 14 at his home in Delavan, Ill.

He was born in McHenry County, on the northern border of Illinois, on Mar. 13, 1860, the son of John and Pamela Mead Wayne. At different times he had resided in Chicago, Omaha, Webster City, Ia., and Clark, S. D. Leaving Clark in 1896, he went to his future home, Delavan, and engaged in the grain business. Later he embarked with his brother in the lumber business also. About four or five years ago he retired from active business.

Besides his own business Mr. Wayne always found time to devote to public affairs and to association work. He once went to Washington to press the claim of a fellow grain man before the Interstate Commerce Commission and was successful. In 1906 at the Peoria meeting of the Illinois Grain Dealers Ass'n he was elected president, and in 1910 at Chicago he was elected president of the Grain Dealers National Ass'n. He was honored by re-elections and was drafted frequently by the national and state conventions to serve on important com'tes. The meeting of the Illinois dealers at Joliet this month was the first he had missed in many years.

For 29 years he had been vice pres. of the Tazewell County National Bank and was recently elected treasurer of the Tazewell County Republican Central Com'te.

He is survived by Mrs. Wayne and two daughters, Carita and Josephine, who are married, and a brother, Wellington D. Wayne of Delavan. The funeral services were held at the home and interment was in the family lot in Prairie Rest Cemetery.



E. M. Wayne, Delavan, Ill., Deceased.



# The President Vetoes the McNary-Haugen Bill

Extracts from President Coolidge's Veto Message

## PONDEROUS BUROCRATIC PARAPHERNALIA.

The recurring problem of surpluses in farm products has long been a subject of deep concern to the entire nation, and any economically sound, workable solution of it would command not only the approval but the profound gratitude of our people. The present measure, however, falls far short of that most desirable objective; indeed, although it purports to provide farm relief by lessening the cares of our greatest industry, it not only fails to accomplish that purpose but actually heaps even higher its burdens of political control, of distribution costs, and of foreign competition.

It embodies a formidable array of perils for agriculture which are all the more menacing because of their being obscured in a maze of ponderously futile bureaucratic paraphernalia.

## WEAKNESSES AND PERILS.

A detailed analysis of all of the objections to the measure would involve a document of truly formidable proportions. However, its major weaknesses and perils may be summarized under six headings:

1. Its attempted price-fixing fallacy.
2. The tax characteristic of the equalization fee.
3. The widespread bureaucracy which it would set up.
4. Its encouragement to profiteering and wasteful distribution by middlemen.
5. Its stimulation of overproduction.
6. Its aid to our foreign agricultural competitors.

These topics by no means exhaust the list of fallacious and indeed dangerous aspects of the bill but they afford ample ground for its emphatic rejection.

## DELUSIVE EXPERIMENT IN PRICE FIXING.

There is apparently no change in the import of the bill in the resolution to impose upon the farmer and upon the consumers of farm produce a regime of futile, delusive experiments with price fixing, with indirect governmental buying and selling and with a nation-wide system of regulatory policing, intolerable espionage, and tax collection on a vast scale.

These provisions would disappoint the farmer by naively implying that the law of supply and demand can thus be legislatively distorted in his favor. Economic history is filled with the evidences of the ghastly futility of such attempts. Flat prices match the folly of flat money.

The board would be compelled to arrive in some way at the premium on the domestic price which would be demanded from the consumer, and this figure would have to be fixed in the contracts which it would make with the millers, packers, canners, spinners and other processors. Such prices and other terms fixed in the contracts would be used by the board to calculate the losses upon which it will base the size of the equalization fee.

This procedure is the very essence of price fixing no matter how cumbersome and crudely camouflaged it may be. By throwing the very large resources of the government into this operation the present bill gives the widest latitude for the most vicious temptations adherent in autocratic authority in complete command of vast industries and trades.

## EQUALIZATION FEE A TAX.

The equalization fee, which is the kernel of this legislation, is a sales tax upon the entire community. It is in no sense a mere contribution to be made by the producers themselves, as has been represented by supporters of the measure. It can be assessed upon the commodities in transit to the consumer and its burdens can often unmistakably be passed on to him.

It would be difficult indeed to conceive of a more flagrant case of the employment of all of the coercive powers of the government for the profit of a small number of specially privileged groups.

## GRAIN ELEVATORS REGULATED BY BUROCRATIC TYRANNY.

A bureaucracy tyranny of unprecedented proportions would be let down upon the backs of the farm industry and its distributors thruout the nation in connection with the enforcement of this measure.

Thousands of contracts involving scores of different grades, quantities and varieties of products would have to be signed by the board with the 4,400 millers, the 1,200 meat packing plants, the 3,000 or more cotton and woolen mills, and the 2,700 canners. If this bill had been in operation in 1925 it would have involved collections upon an aggregate of over 16,000,000,000 units of wheat, corn and cotton.

The bill undertakes to provide insurance against loss, but presumably only against reasonable and unavoidable loss. Just what this might be would involve judgment on the part of the government employees upon tens of thousands of transactions running into billions of dollars. This is bureaucracy gone mad. Co-operative associations, flour mills, packing plants, grain elevators will cease to be private and become public agencies.

## A PLAGUE OF PETTY OFFICIALDOM.

We cannot maintain a bureaucracy of such vast proportions engaged in buying and selling without constant danger of corruption, mismanagement, and prodigious tax burdens.

No private agency of so gigantic and complex a character attempting to juggle with profound economic principles in such fashion could survive under such circumstances and the chances for a governmental trading organization would be even less.

Swarms of inspectors, auditors, disbursers, accountants and regulatory officers would be let loose throughout the land to enforce the terms of these contracts and to curb the inevitable attempts at evasion of the equalization fee. This plague of petty officialdom would set up an intolerable tyranny over the daily lives and operations of farmers and of every individual and firm engaged in the distribution of farm products, intruding into every detail of their affairs, setting up thousands of prohibitory restrictions and obnoxious inspections.

Such autocratic domination over our major industry, its dependent trades and every day activities of hundreds of thousands of our citizens would indeed be profoundly repugnant to every instinct of our institutions. It would undermine individual initiative, place a premium upon evasion and dishonesty, and poison the very wellsprings of our national spirit of providing abundant rewards for thrift and for open competitive effort.

## "PROCESSORS" PROFITS GUARANTEED.

The only persons who are guaranteed to benefit are the exporters, packers, millers, canners, spinners and other processors. Their profits are definitely assured. They have, in other words, no particular incentive toward careful operation, since each of them, holding a contract, no matter how unscrupulous, wasteful or inefficient his operations may have been, would be fully reimbursed for all of his losses.

This would be bound to encourage wholesale profiteering at the expense of the farmer and of the consumer. Every one of these processors could charge what he chose to his domestic trade and recoup the loss incurred on any one of his products thus made unsalable at home through excessive prices, by dumping it at reduced rates in foreign markets. With such a complete guaranty of profits these concerns would be entirely without restraint or limitation as to profiteering and as to slovenly and wasteful processing and selling operations.

## FUTILE ATTEMPT TO REDUCE ACREAGE.

Increased prices decrease consumption; they also increase production. These two conditions are the very ones that spell disaster to the whole program. The vaguely drawn clause in the measure to meet this obvious danger merely amounts to moral suasion and as a last resort the withdrawal of the equalization fee. Thus, if 90 per cent of the growers of a given commodity heed the admonitions of the board and refrain from production they will, nevertheless, be punished because of the evasions of the remaining 10 per cent who have ignored the board's requests.

In other words, no farmer will be safe in directing his planning upon his individual judgment, for should the result be a stimulation of an increased yield the board will be likely to withdraw the support which encouraged the surpluses and allow the prices to collapse under the weight of that artificially created excess. The annals of the industrial and agricultural world are replete with the catastrophes that have come in the wake of such attempted distortions of one of the most fundamental principles of commercial relations.

## CHEAP FEED FOR FOREIGN FARMERS.

The board is expected to obtain higher prices for the American farmer for corn by removing the surplus from the home market and dumping it over our borders at a lower level of prices.

In other words, the hog grower in Ontario, Canada, may buy American corn at a very much lower level than the hog grower in the state of Ohio. Both being situated equally as to the European market for their pork products, we shall see immediately the migration of the Ohio hog industries across the border into Canada with consequent losses to our pork industry by this Canadian competition.

Likewise, the dumping of cheaper American feeds for Dutch and Scandinavian producers of dairy products further subsidizes them in direct competition with the American industry. In other words, the framers of this measure naively submit a proposal to save the American live stock grower and dairyman by supplying his overseas rivals with abundant feedstuffs at reduced rates. It would be difficult indeed to conceive of a more preposterous economic and commercial fallacy.

## INSURANCE AGAINST PRICE DECLINE.

The present measure would authorize the board to insure co-operative ass'ns against price decline and require the nonmembers as well as the members to bear the cost under the so-called "nonpremium insurance." All producers would be compelled not only to bear the risk of the few but also to insure them against the consequences of bad management.

We all believe in sound co-operation; the government has gone far in recent years to aid it, and I have recommended additional steps for its encouragement; but no system of co-operation founded on the favoritism contemplated under the name of nonpremium insurance could be of lasting benefit to agricultural co-operation.

Moreover, the equalization fee and the nonpremium insurance would enable the board to insure them against decline in the market price and against the consequences of bad management in merchandising their products, and to compel all producers of the commodity—members and nonmembers—to pay for the insurance. These inducements are surely sufficient to insure unwillingness of the co-operative ass'ns to accept the first alternative.

## ECONOMIC PROBLEM CANNOT BE SOLVED BY POLITICAL ACTION.

The objectives of the type of legislation I have suggested and of this bill are radically different. The two proposals are therefore incompatible as practical alternatives. The object of my proposal is to aid in adjusting production to demand, to afford farmers a greater bargaining power, to handle surplus due to seasonal and other causes beyond the control of producers when unaided by strong business organizations, to minimize price fluctuations, and to reduce the margin between the price paid by the consumer and the price received by the producer.

The real objective of the plan in this bill is to raise domestic prices to artificially high levels by governmental price fixing and to dump the surplus abroad.

While agriculture has been distressed in many countries since the world war, the severity of the agricultural depression in the United States must not be underestimated. It is true there has been an advance in prices and purchasing power of agricultural products. Many important farm products have increased rapidly in price in recent months.

Nor should we overlook the fact that our farmers have made noteworthy progress since 1921, both in the purchasing power of their products and in the output per worker in agriculture. The latter is the result of improved methods and equipment and is in keeping with the fundamental cause of American prosperity—high productivity per worker.

Moreover, we should avoid the error of seeking in laws the cause of the ills of agriculture. This mistake leads away from a permanent solution and serves only to make political issues out of fundamental economic problems that can not be solved by political action.

## OTHER INDUSTRIES WOULD CLAMOR FOR LIKE AID.

In conclusion, if the measure is enacted one would be led to wonder how long it would be before producers in other lines would clamor for similar "equalizing" subsidies from the public coffers. The lobbies of congress would be filled with emissaries from every momentarily distressed industry demanding similar relief of a burdensome surplus at the expense of the treasury.

Once we plunged into the futile sophistries of such a system of wholesale commercial doles for special groups of middlemen and distributors at the expense of farmers and other producers it is difficult to see what the end might be.

I have believed at all times that the only sound basis for further federal government action in behalf of agriculture would be to encourage its adequate organization, to assist in building up marketing agencies and facilities in the control of the farmers themselves. I want to see them undertake, under their own management, the marketing of their products under such conditions as will enable them to bring about the greater stability in prices and less waste in marketing, but entirely within unalterable economic laws.



Art Torkelson's Philosophy.  
From the day you are born  
Till you ride in a hearse,  
Things are never so bad  
They couldn't be worse.

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### A Correction—Hold Stored Grain and Sell the Option.

*Grain Dealers Journal:* With reference to the article on "Protecting Country Purchases by Hedging," page 560 of the May 10th number of the Journal, under the side heading "Free Storage," the second paragraph should read, "In handling stored grain it is *not* best to ship out the actual grain, etc."

With this correction the article will read all right, but you can readily see that leaving out the word *not* changes the entire idea which we tried to convey to the country shipper.

I intended to warn shippers, "Under no circumstances, ship out the farmers' stored grain," etc. Mistakes are liable to happen to anyone, and especially when one talks on the subject of hedging, for this subject is so complicated that it is very easy to be misquoted.—I. C. Lyman, Fort Dodge, Ia.

### Draft with Bill of Lading Attached.

*Grain Dealers Journal:* Preparedness has been a much used word during the past ten years and as grain dealers we are all preparing for the new crop movement which is not far distant. Experience is the best teacher. There is no doubt about that, and a lot of good comes from passing along past experiences which are of mutual interest. That's the reason for this letter.

Supposing you shipped a car of wheat last week, drew draft on it, and deposited same in the regular manner and then tomorrow your bank would call your attention to the fact that the draft had been returned minus the Bill of Lading and demanded your check in full to cover.

What would you do?

Let me illustrate what did happen in a case of this kind. Names of firms and towns are merely supplied for illustration.

The Service Grain Co. of Service, Kansas, shipped a car of wheat and billed it to A & Co. at Sinclair, Kans., drew draft for \$2,000, with Bill of Lading attached. A few days later the Bank called and demanded a check for \$2,000 from the Service Grain Co., and advised them that the draft had been returned minus the Bill of Lading and wanted the draft taken up. The Service Grain tendered the Bank a check for \$2,000 and received the draft.

In the meantime the car of wheat arrived at Sinclair and A & Co. were notified that Bill of Lading was wanted. However, the Bill of Lading had not arrived and in lieu of this A & Co. gave the railroad its check for \$5,000. A & Co. then orders the railroad company to divert the car of wheat to the Sunlight Grain Co., at Oil City, Kans. In due time the car arrived and was then diverted to the Bustup Milling Co., at Bustup, Okla.

A & Co. evidently owed the Sunlight Grain Co. a sum of money and were given proper credit on the books for the car of wheat.

The car arrives at Bustup Milling Co. and is unloaded, and after the regular process, the wheat is milled. The Bustup Milling Co.

settled with the Sunlight Grain Co. and it gave A & Co. proper credit. A & Co. had not settled for the car. The Service Grain Co. settled with the bank.

During the months following the Service Grain Co. took the matter up with A. & Co., and are offered notes in settlement and are told that settlement would be made soon, etc. A. & Co. then turns to the railroad company and offers to take up their check and give in place a bond for the amount, and this is accepted by the railroad company. A short time afterward, A & Co. went into bankruptcy.

Two and one-half years elapsed before the Service Grain Co. took definite action in the matter and suit was brought against the Sunlight Grain Co., the Bustup Milling Co., and the railroad. A decision was handed down in favor of the Service Grain Co. Damages of \$2,000 and interest, amounting in all to \$2,500, was allowed. The defendants took an appeal to the Supreme Court and decision was affirmed as to the Sunlight Grain Co. and the Bustup Milling Co., and reversed as to the railroad company.

The suit was won; \$2,500 damages was collected, of which amount lawyers took \$1,200. The Service Grain Co. had considerable of other expenses to pay for travel and miscellaneous connected with a case of this kind. A period of 4 years time had elapsed between shipping date and settlement. The Service Grain Co. got about half price for this car of wheat and defendants paid three prices for it.

What was the Service Grain Co.'s position in the case? What was the railroad company's position in the case? What would your position be in like circumstances? What would you have done the very first thing?

All can profit by the experience of others, and there should be others who are willing to pass along their past experiences which are of mutual interest to the grain trade. This case was pending in the court before the author of this article made his appearance on the scene and he had a little to do with bringing it to final settlement. This incident is recited for the general good of the trade in the hopes that much benefit might be derived from it.—O. Ivar Norden, Wilson, Kan.

### W. H. Smith Chosen President Wichita Board.

The Board of Trade of Wichita, Kan., held its annual election of officers May 8, and chose as president W. H. Smith, who for the past year was treasurer and for three years has been one of the directors.

Mr. Smith for the past 15 years, has been in some branch of the grain business, first with the Stevens Scott Grain Co., and then for six years sales manager for the Imperial Flour Mills Co. In 1924 he again affiliated himself with the former company, of which he is vice-president and general manager.

### Burocratic Control of Grain Handling Is Expensive.

That the very large sum of \$1,861,000 has been voted by parliament for the administration of the Canada Grain Act during the current year, calls attention to the extent of the system of regulation and control operated by the Government in connection with the handling of grain. The net cost to the country is, of course, nothing like as great as the sum voted, because a very substantial return is derived from various fees. In the discussion of this item in parliament occasion was taken by two members from Saskatchewan to urge that inspection points should be established at Moose Jaw and Saskatoon. To unnecessarily increase the number of points at which the movement of all grain traffic must be stopped to allow grading to take place, is to decrease the efficiency and add to the cost of grain handling in this country. If an exception is made at one

point such as Moose Jaw, then naturally other points, such as Saskatoon, will demand the same treatment.—*Grain Trade News, Winnipeg.*

### Cereal Oats Considered at Milwaukee.

At a conference between dealers at Milwaukee, Wis., interested in the oats trade, and H. J. Besley, in charge of federal grain grading supervision, it was brot out that the dealers there are strongly opposed to any change in the standards for oats to exclude the cereal or pin oats from the regular grades.

In case the U. S. Department of Agriculture did decide to establish a separate classification for cereal oats, a mechanical determination of such oats as being of the cereal class was urged, instead of leaving the question to the inspection departments. The following was adopted as an expression of the views of the Milwaukee market:

**Resolved,** That it be the sense of the meeting that the proposed change in the standards for oats to classify and grade cereal oats separately from other oats is not practicable; that it would be detrimental to the interests of the producers, and that the present standards for oats are satisfactory, and are fair to all concerned.

**Wichita, Kan.**—The Board of Trade is considering taking a double check on protein content of wheat. Instead of taking only one sample from each carload of wheat, two would be taken to insure greater accuracy.

### Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

May 31-June 1-2. Pacific Coast Seedsmen's Ass'n third annual convention, Portland Hotel, Portland, Ore.

June 12-13. Central Retail Feed Ass'n Third Annual Convention, Milwaukee, Wis.

June 15-16. Pacific Northwest Grain Dealers Ass'n annual convention, Walla Walla, Wash.

June 18-19. The Farmers Grain Dealers Ass'n of Montana second annual convention, Havre Hotel, Havre, Mont.

June 19-20. Ohio Grain Dealers Ass'n 49th Record Breaking Jubilee and Convention, Argonne Hotel, Lima, O.

June 21-22—Northwestern Grain Dealers Ass'n annual meeting, Glacier Park Hotel, Glacier Park, Mont.

June 21-23. Southern Seedsmen's Ass'n tenth annual convention, Monteleone Hotel, New Orleans, La.

June 26-27. Farm Seed Ass'n of North America, Stevens Hotel, Chicago, Ill.

June 27-29. American Seed Trade Ass'n Annual Convention, Stevens Hotel, Chicago, Ill.

June 28-29. Indiana Grain Dealers Ass'n, mid-summer meeting, Hotel Gary, Gary, Ind.

June —. Farmers Managers Ass'n of Nebraska, mid-summer meeting, Omaha, Nebr.

Aug. 20-22. National Hay Ass'n Annual Convention, Fort Wayne, Ind.

Aug. 23-24. New York State Hay & Grain Dealers Ass'n, Syracuse, N. Y.

August —. Oklahoma Seedmen's Ass'n, Stillwater, Okla.

Sept. 24-26. Grain Dealers National Ass'n, Boston, Mass.

September 24-26. Terminal Grain Weighmaster's National Ass'n Eleventh Annual Convention, Statler Hotel, Boston, Mass.

September 24-26. Chief Inspectors Grain National Ass'n Twenty-Seventh Annual Convention, Statler Hotel, Boston, Mass.

September 24-26. United States Feed Distributors Seventh Annual Convention, Hotel Statler, Boston, Mass.



# What Is Wrong With the Grain Business?

Address by V. E. Butler, of Grain Dealers Mutual Fire Insurance Co.,  
Before Kansas Grain Dealers Ass'n

I am always called upon to speak of the things that are wrong in the grain trade and prescribe remedies therefor which I am fearful creates a false impression of what I think of the grain trade as a whole, for I am frank to admit that I do not know of a single thing wrong that covers the entire activities of the grain trade.

The things that I do know and of which you know apply to individuals and not to the trade as a whole. The greatest wrong that I have in mind at the moment is the condition that has brought about the handling of grain throughout this grain growing section without profit to the men who have devoted a lifetime to their business; and through the lack of profit, the grain business, which to my mind is one of the most important business activities in the country, has failed in having accorded to it the importance to which it is entitled.

**Publicity.**—Rarely ever is any credit given to grain men for conducting a business of importance. This is very largely their own fault for they have failed to cultivate or impress others with the importance of their business to the community that it serves. Almost every grain dealer is wrong in his attitude toward publicity.

Once in a long time some editorial writer does say something about your business founded upon facts. Here in Illinois I find a leading newspaper commenting on your business as follows: "When we consider for a moment the value of the corn and wheat crops of this state, we have some idea of the important part which elevator men and dealers in grain play in our commercial progress. The editor discovered that the corn and wheat crop for 1926 had a value of \$322,086,000 and then commented as follows: "Here is an industry involving hundreds of millions of dollars. It is a great business to the success of which grain men in large numbers contribute."

Others would comment as favorably if you would take the time to advise them of other facts about your business. Why do you not do so? Why fill advertising space with the same matter from year to year? I am free to say I cannot answer the question but am sure this is one of the many things wrong with individual grain dealers.

No other business reaching the magnitude of the grain business has made as little profit or has contributed more to the welfare of the communities in which it has been conducted as has the country grain business. No other business in your individual community contributes more to the social organization of society as does your business.

**Profit** is made up of three parts: interest, risk, and wages of superintendence, but from the grain dealer's standpoint I think the description of the word given by J. S. Mill, an economist of note, is best when he describes it as follows: "The gross profit from capital must afford a sufficient equivalent for obsolescence; indemnity for risk and remuneration for the labor and skill required for superintendence." How well this description fits your business is illustrated in the rapid deterioration of the facilities for handling grain; the tremendous risk attached to the business, and the labor involved, and above all else, the skill required for superintendence in the operation of your business. Many business men believe that so long as they procure an excess selling price over cost, they are making a profit, without realizing the cost attached to operating the business; and by not knowing these business costs or expenses they do fail to get a profit over the actual cost that will return a net profit. If they did, there would be fewer failures and more successful business men. An excess selling price may or may not produce a profit, for a profit is what is left after paying wages, the price of raw materials, the rent or interest on money invested in a plant, and other expenses necessary in the proper method of handling a business for profit should represent three things—interest, depreciation, risk and the wages to which you are entitled for your skill and knowledge of business. The larger percent of profit should be for risk, for under that item comes all the forces that may wreck a business and over which a business man has no control. What a tremendous factor risk is in your business and what a small factor it is considered when figuring profit.

**Change Method of Doing Business.**—It has become necessary that grain dealers change their method of doing business. Some have done so but many have not, and those who have not still tell you about handling grain and how hard it is to make any money, largely because the volume of grain has been going down from year to year and they fail to see the opportunity of changing their business activities to meet these

changing conditions. When asked if they handle sidelines, they tell you "they do not," because there is no money to be made in them. Well, my information gathered from hundreds of financial statements tells me that sidelines make the average country grain business more money than does the grain handling, although the volume of capital turnover in handling grain is very much larger than it is for the sidelines handled.

**Handling Grain on Too Small Margin.**—The real business of the grain dealer today is not confined to the buying and selling of grain. It has become diversified and grain handling is only a part of his business activities and the profits from this part of his business are exceedingly small, if any. That is the principal thing that is wrong with grain dealers. They persist in handling grain at a margin that they know will not pay expenses and furnish them a profit for that end of their business.

This idea that it is a fine thing if the public receives the benefit of your reduced margins, even though it causes many dealers to be forced into bankruptcy who are compelled to begin their business life all over again, is all wrong. It is this idea that has brought about the condition shown in one of our surveys in the eastern half of one of the principal grain growing states, where we found 52 idle elevators in 45 towns, and it is said that 50 of these idle houses will never be operated again. This is not an unusual condition and can be matched in any one of the 12 principal grain growing states, and I will venture the statement that there are not less than 1,200 idle plants in this middle western country that are monuments erected at a cost of more than a million dollars to make a mute appeal for more margin in handling grain. Someone blundered when these houses were constructed. Twenty-five or 30 years ago one could have said the mistake was due to the method of doing business, but since then such mistakes have been the mistakes of individual grain dealers.

**Competitive Conditions.**—At a meeting of grain dealers in Kansas a poll was taken as to what constitutes the troubles of grain dealers. Competitive conditions was the complaint of the majority in attendance. We would have enjoyed listening to the list of the crimes held against their competitors, for it is a 100 to 1 bet that every complaint could have been matched by the competitor. That is another condition among grain dealers that is wrong. Lack of confidence. Have you ever been in a meeting of grain interests where there was not some fellow that would air a complaint about a competitor that dated back all the way from six months to three years? I have been in a lot of them and there was always one or more in attendance with that type of mind. A good deal like Indians—they cannot forget a grievance, which results in a business war as long as they have business contact. We all do things in a business way that we might well forget and we have noticed that those men who have been able to wipe the slate clean and forget the things that aggravate from day to

day are the ones who go farthest in the game of business. The establishment of business confidence with competitors is the biggest asset of a business. If you have not done this, you have a wrong viewpoint of your business.

**Extending Credit.**—A dealer who extends unlimited credit in order to take business away from a competitor licks himself in the end unless he has a long margin of profit, and that cannot be had in the country grain business today. We have passed the pioneer stage of development, which was the period in which long lines of credit were granted because of good profits.

The extension of credit should not be an established policy of any grain dealer. It should be a matter between individuals, and one should have nerve enough to say "No," where it is warranted.

These three things are the principal things wrong with most grain dealers—lack of profits in handling grains; lack of confidence in and of your competitors, and the lack of knowledge of an intelligent extension of credits. The lack of any one of these will bring disaster to any business in the end.

The average grain man conducts his business on the theory that he cannot make an error in judgment that will cause him a loss; yet, many things can happen to convert a paper profit into an actual cash loss. He may find he has made an error in judgment in overlooking a single factor in grade that will cause a loss of one or two grades. He may be compelled to keep the grain in bins longer than usual and have it go out of condition; or if not out of condition, it may have to be sold on declining markets. He suffers a loss in weight, for it is impossible to load out as many pounds into cars as he takes in over the scales. These are small matters but the business is made up of a multitude of details, each of which, if properly cared for, produces a profit, or if neglected, makes a loss.

**Risks** are accepted as being part of the business, and they are, but that is no reason why they should not be reduced to the minimum, and they can be reduced if a little attention is given to them. By reducing these items to the minimum, profits can be increased in the same proportion that losses are now being sustained, and by reducing them you may avoid trouble with a competitor.

It is not wrong to assume these risks, for the business is one that is extremely hazardous and in which decisions must be made quickly, and the wonder is that more mistakes are not made. Where the dealer goes wrong is in his inability to correct these mistakes or his lack of interest in finding if mistakes have been made.

How many dealers know what their shortages are during the year, or how much of his grain has missed grade? Well, some do but I am convinced that the great majority do not.

**Speculation.**—Trying to look into the future is fraught with many uncertainties, but keeping step with growing present demands can be done with a reasonable amount of certainty. The nature of the grain business is a stimulant to imagination which leads many grain dealers into speculation and into commitments too far distant to be realized upon. It is a well balanced grain dealer who can resist speculation and confine his business to merchandising. Speculation is not a risk to assume in order that your business may become successful. It is the curse of the business and has caused more failures than any or all of the things known to be wrong with the grain dealers.

**Capital Needed for Expansion.**—The great need of the business today is more capital to

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## Officers and Directors Illinois Grain Dealers Ass'n, 1928-29.



Left to right, front row: Retiring Pres. A. C. Koch, Bræse; Pres.-Elect L. A. Tripp, Assumption; Sec'y W. E. Culbertson, Delavan; Director O. A. Collins, Tuscola. Back row: Directors F. W. Stout, Ashkum; Thomas Ogden, Champaign; L. B. Walton, Mayview; N. L. Hubbard, Mt. Pulaski.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

**Julesburg, Colo., May 22.**—The wheat prospects are very much better since we had a good rain all over the western part of Nebraska, eastern Colorado and eastern Wyoming. We had about 2 to 4 inches of rain in a week's time. The wheat from Wallace to Sterling and to Cheyenne from Sterling to Sidney to Scotts Bluff and on to the Wyoming line and from Bridgeport up to Alliance and Crawford and on north looks much better. The rye is heading out and the wheat is beginning to form the heads in some places and both have fair sized heads. The wheat will not be tall but it may be well filled. Owing to the controversy between the Great Western Sugar Beet Co. and the farmers over western Nebraska and Colorado there will be the largest acreage in barley this year that this country ever produced, and irrigated barley is always heavy and of good grade.—L. E. Wise.

### IDAHO.

**Lewiston, Ida., May 10.**—Winter wheat is looking fine. Spring seeding is late and it will probably be two weeks before the farmers have finished their spring seeding.—Peter Muench.

### ILLINOIS.

**Springfield, Ill., May 23.**—Warm showery weather prevailed making an excellent growing week. Field work was stopped by heavy rains in a few central counties. Surviving wheat remains mostly poor, and some oats fields are thin. Many wheat fields and a few clover and oats fields have been plowed up for corn and soy beans, the wheat and clover having been winter killed, and the oats not having germinated properly due to previous dry weather. Corn planting is nearing completion; the early planted is up and cultivation has begun; stands are mostly good; there is some replanting.—W. F. Feldwish, meteorologist, temporarily in charge.

### INDIANA.

**Evansville, Ind., May 19.**—Baled rye straw is bringing a good price and it is extremely scarce in this part of the state. There is little rye in southern Indiana to be harvested this summer.—C.

**Evansville, Ind., May 19.**—A larger acreage of oats was sown in southern Indiana last spring than for several years past. The crop is looking quite promising at this time and a good yield is anticipated.—C.

### KANSAS.

**Hoisington, Kan., May 15.**—Wheat looks fine on a normal acreage. Very little of the acreage has been abandoned.—Jacob Ochs.

**La Harpe, Kan., May 16.**—Corn acreage has been increased about 20%. The crop is just coming up.—L. W. Wilson, Wilson & Son.

**St. John, Kan., May 15.**—Wheat is in fine shape and ought to grow in great shape with the aid this rain is giving it.—O. P. Smith.

**Moscow, Kan., May 16.**—Corn and row crop acreage is being increased considerably. Wheat is looking good.—Lon Gaskill, Moscow Elvtr. Co.

**Moran, Kan., May 15.**—Our wheat crop has been suffering a little from drought but now looks good. Row crops are just coming up.—R. W. Cox.

**Hoyt, Kan., May 15.**—Wheat is in fine shape generally. Oats are a little short due to late planting, but with favorable weather conditions will come thru alright.—Geo. Hall.

**Alida, Kan., May 15.**—Wheat acreage is slightly below normal due to poor planting conditions last fall, but it is in fair condition and will probably yield between 15 and 18 bus. on the average. The corn acreage is larger than normal and the crop is coming up in good shape.—J. K. Meister, mgr., Alida Co-op. Elvtr. Co.

**Bird City, Kan., May 17.**—The long period of drought accounts for 85 to 90% abandonment of the wheat acreage for Cheyenne county and possibly there are about 25,000 acres of wheat left. The acreage tributary to Bird City of wheat fields that will make a good crop is 10,000 acres and these are summer fallowed fields, and these fields promise a yield of 25 to 35 bus. per acre, and many of them have embryo heads in the boot and will be heading out in a week to ten days. Barley and oats are very promising for a good yielding crop. The acreage to corn is the largest probably that has ever been put out in the county. On May 2 the county came back into its own usual good rainfall when we had a two-day slow but steady downpour of rain, 1.70 inches, covering a large area, and beginning May 12 this was repeated with a three-day rainfall of 1.90 inches; again on May 16 we had .41 inch. This soaks the soil to a good depth of three feet or more and gives us a start for a good crop season.—Albert Weaver.

### MICHIGAN.

**Lansing, Mich., May 12.**—The spring months were unfavorable to wheat and rye and 13% of the wheat acreage is expected to be abandoned. The revised estimate of acreage planted last fall is 983,000 and the amount remaining for harvest 855,000. The abandonment is heaviest in the southern tier of counties and decreases northward due to a better snow covering in northern districts during the winter months. The condition was reported at 66% of normal compared with 94% last December and 87% one year ago. Some improvement in the appearance of the crop was noted during the closing days of the month, and if May weather should be favorable the crop may prove better than it appears at this date.—Herbert E. Powell, Commissioner of Agri., and Verne H. Church, agri. statistician.

### MISSOURI.

**Kansas City, Mo., May 14.**—Last year we had very severe hot winds on about May 15 which materially reduced the May estimate of yields. This would seem impossible this year, in view of the moisture that has been received recently, and with favorable conditions from now on, we are inclined to think that the yields for the various states can easily be increased materially. We have no hesitation in saying as we said a month ago, "Kansas has more acres of wheat now in a promising condition than it had in 1914, when it raised around 180,000,000 bus. of wheat."—Shannon Grain Co.

**Jefferson City, Mo., May 14.**—The Missouri wheat crop made little progress during April, owing to lack of moisture and cool weather, accompanied by frost in many localities, with condition of 65% normal on 1,489,000 acres remaining for harvest, indicating 15,486,000 bus. against 15,580,000 from 1,558,000 acres harvested in 1927. Missouri farmers in the fall of 1927 seeded 2,189,000 acres of which they have lost from winter kill (due to drought and freezing) 32%, or 700,000 acres. Condition of 65% for May compares with 82% last year, and with the 83% five-year average.—E. A. Logan, U. S. Bureau of Agri. Economics, and Jewell Mayes, Missouri State Board of Agri.

### MONTANA.

**Cascade, Mont., May 18.**—Prospects for a good crop are very bright at the present and it will not be long before Montana will rank among the first in wheat production.—Geo. Paulson, mgr. State Elvtr. Co.

### NEBRASKA.

**Lincoln, Neb., May 22.**—The crops around here are looking splendid. Several fields of corn are up ready for the cultivator. Very cool weather and plenty of moisture.—Chas. Harber.

**Fairbury, Neb., May 11.**—There has been a slight increase in wheat acreage around here, probably 5%. No abandonment so far, and the crop looks fine.—Fairbury Mill & Elvtr. Co.

**Rokeby (Poca p. o.), Neb., May 9.**—Weather here is very dry. Acreage on corn and wheat is about normal. None of the crops have suffered yet but they are beginning to need moisture.—F. C. Munn, Rokeby Grain & Coal Co.

**Fairbury, Neb., May 10.**—This part of Nebraska has been suffering for lack of rain, the winter wheat has not reached the damaged stage except in a few spots at the edges of the fields where the hot winds hit it. A light rain fell here today.—E. W. M.

### OKLAHOMA.

**Frederick, Okla., May 10.**—Prospects for wheat and oats in this territory are very poor. We cannot possibly make more than half a crop even with favorable conditions from now until harvest.—D. H. Sims, sec'y, Northwestern Elvtr. Co.

**Billings, Okla., May 16.**—Our crop does not look so well. There are a good many green bugs which have done lots of damage. It now looks as tho we will not average more than a half crop of wheat, but with favorable weather it might do better. The wheat is heading out very short heads and the stand is thin.—Wm. Hayton & Son.

### WISCONSIN.

**Madison, Wis., May 15.**—The May report estimates that about 10% of the rye acreage in Wisconsin is being abandoned because of winter damage. The condition of the crop which remains for harvest is very low—67% of normal as compared with 89% a year ago. The estimated production of rye is 2,581,000 bus. as compared with 4,046,000 bus. harvested last year and a 5-year average of 4,476,000 bus. Both rye and wheat need rain badly.—Walter H. Ebling, agricultural statistician.

### Favorable Conditions in Northwest.

**Minneapolis, Minn., May 23.**—The weather conditions the past week have been favorable for the northwestern grain crops. Temperatures have been seasonable and light to moderate rainfall has been reported in the southern territory, with heavy rains in the northern areas. There are dry spots developing in sections of north central South Dakota and southern North Dakota, and good general rains would greatly benefit the crops in these districts.

Wheat and coarse grains are in the grass stage. Reports from Minnesota and South Dakota indicate a healthy color, but thin stand on account of improper stooling.

Corn planting is almost completed in the southern districts and early fields are up and show a good stand. There is evidence of cutworms, but no damage reported.

Conditions in North Dakota, especially in the northern part of the state, are satisfactory. Both wheat and coarse grains have made splendid progress the past few days. Late sown fields that were thin on the ground on account of poor germination show considerable improvement. Fields are clean and practically free from wild oats.

In eastern Montana, farmers complain of poor germination in late grain because of dry weather. In the central part of the state there is sufficient moisture. In the Judith Basin winter wheat prospects are very promising.

Winter rye in the southern districts is heading short and generally of thin stand. Under the most favorable conditions the crop will be light.

New ground is being broken in western South Dakota, northwestern North Dakota and northern Montana for flax, and some seeding has been done. With the proper amount of moisture there will be a considerable increase in acreage of flax in that territory.

As a summary, the soil this spring was in good condition for seeding. On account of the high winds the ground has dried on top and seed has not germinated properly. This gives an uneven appearance to many fields. The Northwest has not had the usual spring rains, and unless there is moisture soon the crops, in places, will develop some damage.—Van Dusen Harrington Co., by W. G. Hudson.

**Labor troubles** are hindering the exportation of grain from Argentina. Early in May and up to the present the Unions at Rosario, San Lorenzo and Villa Constitucion are demanding higher wages and refuse to work for those who continue to give employment in part to free labor.

**Comparative milling and baking tests** made by the Canadian Grain Research Laboratory at Winnipeg on samples of Montana-grown spring wheat representing different United States grades and Canada grown wheat representing several Canadian grades indicated that the Montana wheat of the northern spring class and grades is about equal to the Canadian wheat of similar grades, and that the Montana dark northern spring class and grades surpass either the northern spring of Montana or the Canadian wheat of corresponding grades. The flour yield of the Montana wheat is about equal altho the test weights are lower, and the flour on the whole has a better color.



## What is Wrong with the Grain Business?

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develop your business along lines to meet the new demands that are being made upon it. Many have not got the capital to continue, due largely to the practice of overbidding and overgrading at so many stations. This practice is carried on at so many stations and to such an extent that strictly grain handling elevators seldom make any gain in assets to meet the rainy day, when improvements must be made to meet the changes constantly taking place. These changes require money for the installation of new up-to-date machinery, power equipment, feed grinding plants, and new warehouses for merchandising sidelines. Furthermore, greater capital is needed in the business for such a diversification. Those who have not been able to accumulate a surplus of capital will be forced to retire. Hard roads are revolutionizing the business. Necessity no longer compels a farmer to do business with any particular grain dealer as he now has the facilities to take him where he can get what he wants at a price that is reasonable and a service that is quick and dependable. Therefore, the live-wires in the business and those who have capital to extend their activities will get the trade, and the dead ones will quit.

**Dying business** of grain dealers now moribund are those who in the past, or at the present, are furnishing free storage, advancing money without interest or security, granting credits upon open book accounts far beyond their ability to finance; those who play the speculative markets; those who do not watch their scales and cutoffs; those who constantly overbid and overgrade; those who cannot sit tight and see a load of grain go to a competitor; those who are bushel-getters regardless of margins; those who do not know their cost for doing business; those who do not keep their plants up-to-date; those who extend unusual service, such as trucking without charge, for there is a limit to free service beyond which one must not go; those who indulge in sharp practices with both sellers and buyers; those who do not support their trade organizations; those who do not cultivate pleasant business relations with the entire community with whom they deal; and those who cannot be reasonably selfish in all of their business transactions, for business to be successful must be selfish. For advancement is made by you as individuals, there must be profits, and in order to have profits there must be a reasonable amount of selfishness in every transaction.

Those who are making a success as grain dealers are those we think of as being many sided individuals; those who can find a place in which their business can function properly for both their own and the community's benefit; those who can impress their customers with their desire to trade fairly and to keep constantly before the public the service offered.

Let me say again that while I criticize some of the acts of some grain dealers, yet I believe the grain business to be the cleanest and most honorably conducted of any business that I have knowledge of.

**Control measures** in Indiana against the barberry, which harbors the black stem rust spores, have resulted in the finding in the last ten years of 197,472 bushels on 5,085 properties in the state.

## Arbitrary Advance in Crop Par.

I have had many inquiries as to the reason for the difference between the private reports and the Bureau report on wheat this month.

The three factors which form the basis of crop reporting are acreage, condition and par, the latter being based upon previous experience and the two former representing actual current reports of local observers.

Taking my report as an example of the private authorities, it appears that in the current factors, acreage and condition, there is only trifling difference between the judgment of my local agents and the returns of the Bureau's agents. The sharp difference in the total crop forecast is, therefore, to be accounted for in the par.

Par is a matter of record, and is based upon the experience of a series of years. It can only change very slightly from year to year, unless it is arbitrarily changed by the authority using it. This year the Bureau has arbitrarily changed the par it has used. Last year, its par was 17.9. This year, it has been arbitrarily advanced to 18.4, an increase of a half bushel per acre for which no supporting data in past records can be presented. This one-half bushel per acre, when applied to the Bureau acreage, adds nearly 18 million bushels to the official total crop forecast, the figure being that much higher than would have resulted had the par used been based upon previous experience.

In view of the fact that the use of a flexible par, depending upon the individual opinion of the man making it, destroys the comparability of one year's work with another and substitutes individual opinion for recorded fact. I am quite sure that private authorities will not follow the Bureau in its experimentation with flexible pars.—B. W. Snow, of Bartlett Frazier Co.

## Weather Bureau Has New Report System.

A new system of collecting and forwarding telegraphic weather observations has been adopted by the Weather Board and does away with the circuits, which tied up certain wires completely, and regular commercial wires are used.

Regular morning and evening observations from every station authorized to telegraph reports are sent to two main collecting stations, Chicago and New York. The reports are received and redistributed by a system of rapid duplication to such local stations as have requested them. Since regular commercial wires are used there are more channels for service available in case of wire interruption by storms or other causes.

## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for July delivery at the following markets for the past two weeks have been as follows:

	May 10.	May 11.	May 12.	May 14.	May 15.	May 16.	May 17.	May 18.	May 19.	May 21.	May 22.	May 23.	May 24.
<b>WHEAT</b>													
Chicago	162 3/4	153 1/4	150 1/4	150 1/4	152 3/4	150 1/4	147 1/4	149 1/4	148 1/4	148 1/4	150 1/4	152 1/4	153 1/4
Kansas City	144 1/4	145	141 1/4	141 1/4	143 1/4	141 1/4	139	140 3/4	141 1/4	140 1/4	142	143 1/4	144 1/4
St. Louis	152 1/4	152 1/4	149 1/4	149	151 1/4	149 1/4	146 1/4	148 1/4	149 1/4	148 1/4	149 1/4	151 1/4	152 1/4
Minneapolis	149	149 1/4	146 1/4	145 1/4	148	146	143 1/4	145 1/4	146	144 1/4	146 1/4	148	149 1/4
Duluth	136	140	135 1/4	134 1/4	137	135 1/4	133 1/4	136 1/4	136 1/4	135 1/4	136 1/4	137 1/4	137 1/4
Winnipeg	153 1/4	154 1/4	151 1/4	150 1/4	152 1/4	149 1/4	147 1/4	150 1/4	150 1/4	149 1/4	151 1/4	152 1/4	153 1/4
Milwaukee	152 3/4	153 1/4	150 1/4	150 1/4	152 3/4	150 1/4	147 1/4	149 1/4	149 1/4	149	150 1/4	152 1/4	153 1/4
<b>CORN</b>													
Chicago	107 3/4	107 3/4	106 3/4	103 3/4	105 1/4	105 1/4	105 1/4	105 1/4	107 1/4	106 1/4	107 1/4	107 1/4	107 3/4
Kansas City	100 1/4	100 1/4	99 1/4	96 3/4	98 1/4	98 1/4	98 1/4	99 1/4	100 1/4	100 1/4	100 1/4	101 1/4	101 3/4
St. Louis	109 1/4	109 1/4	109	106 3/4	107 3/4	107 1/4	107 1/4	109	109 1/4	109 1/4	109 1/4	109 1/4	109 3/4
Milwaukee	107 3/4	107 3/4	106 3/4	103 3/4	105 1/4	105	106	105 1/4	107 1/4	106 1/4	107 1/4	107 1/4	107 1/4
<b>OATS</b>													
Chicago	58 1/2	59 1/4	59 1/4	57 1/4	57 1/4	56 1/4	55	55 1/4	55 1/4	55 1/4	55 1/4	56 1/4	57 1/4
Minneapolis	58	58 1/4	58 1/4	56 3/4	57	56	54 1/4	55 1/4	54 1/4	54 1/4	55	56 1/4	57 1/4
Winnipeg	71 1/4	72 1/4	71	68 1/4	69 1/4	68 1/4	69 1/4	70 1/4	71 1/4	70 1/4	71 1/4	71 1/4	*
Milwaukee	58 1/2	59 1/4	59 1/4	57 1/4	57 1/4	56 1/4	55	55 1/4	55 1/4	55 1/4	55 1/4	56 1/4	57 1/4
<b>RYE</b>													
Chicago	132 1/4	133 1/4	131 1/4	128 3/4	130 1/4	128 3/4	127	129 1/4	131	130	130 1/4	130 3/4	130 1/4
Minneapolis	125 1/4	126 1/4	124 1/4	122 1/4	123	121 1/4	120 1/4	122 1/4	123 1/4	123	124	124 1/4	124 1/4
Duluth	128 1/4	130	127 1/4	125 1/4	126 1/4	125 1/4	123 1/4	125 1/4	128 1/4	127 1/4	128 1/4	128 1/4	127 1/4
Winnipeg	132 1/4	135 1/4	133 1/4	130 3/4	132 1/4	130 1/4	129 1/4	130 1/4	132 1/4	130	131 1/4	132 1/4	*
<b>BARLEY</b>													
Minneapolis	85	85 1/4	84 3/4	82 1/4	82 1/4	81 7/8	81 1/2	82 1/2	84	83 7/8	83 3/4	84	84 1/4
Winnipeg	92 1/4	92 1/4	92 1/4	91 1/4	91 1/4	90 3/4	90	92	92 1/4	91 1/4	92 1/4	93	*

\*Market closed—holiday.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Lewiston, Ida., May 10.—Very little of the 1927 crop is left in country stations.—Peter Muench.

Media, Ill., May 15.—Old oats are very scarce and there is not as much corn in this territory as usual.—H. O. White & Son.

New Harmony, Ind., May 19.—Considerable corn along the Wabash valley has been moved during the past month at good prices.—C.

Julesburg, Colo., May 22.—There is little of the old crop left and there will be very little to move until we get another crop.—L. E. Wise.

Bird City, Kan., May 17.—The number of cars of grain shipped up to date from last year's crop are: Wheat, 131; corn, 122; barley, 21. The grain has been pretty well shipped out and there are probably not more than three or four cars to be shipped.—Albert Weaver.

Evansville, Ind., May 19.—Corn meal mills in southern Indiana are being operated steadily. Some of the mills have been running on the day-and-night schedule and there is a good demand for meal, especially in the south. Corn deliveries in this section have been rather slow for some time past. Farmers who have any corn will not take the time to haul it to the market, as they are busy in the fields.—C.

Philadelphia, Pa., May 10.—Receipts at this market for the month of April, as compared with April, 1927, in bus., were as follows: Wheat, 189,071-1,320,738; corn, 44,039-93,232; oats, 45,426-103,475; rye, 55,268-7,529; barley, 3,390-44,018. Shipments similarly compared were: Wheat, 498,141-1,875,851; corn, 109,146-17,143; oats, 21,188; rye, 77,249-62,909; barley, 82,534.—Ambrose B. Clemmer, sec'y, Commercial Exchange.

Montreal, Que., May 10.—Receipts at this market during the month of April, as compared with April, 1927, in bus., were as follows: Wheat, 360,522-2,895,473; corn, 24,950-182,255; oats, 313,746-263,081; rye, 1,100-625,050; barley, 8,117-258,654; flaxseed, 81,080-20,174. Shipments similarly compared were: Wheat, 99,124-212,763; corn, 12,420-22,774; oats, 70,392-140,605; rye, 2,559; barley, 5,367-4,345.—Sec'y J. Stanley Cook, Board of Trade.

Kansas City, Mo., May 14.—It is our information that there is a very small percentage of cash wheat remaining on the farms, and while cash wheat is selling at comparatively low premiums over May at the present time, yet this was also true last year during the last half of May, but it was followed by very high premiums compared with July in the early part of June. Such might be the case again this year.—Shannon Grain Co.

Peoria, Ill., May 10.—Receipts of grain at this market during the month of April, as compared with April, 1927, in bus., were as follows: Wheat, 77,400-33,600; corn, 1,956,450-1,955,950; oats, 991,800-752,800; rye, 1,200-....; barley, 180,600-107,800; mill feed (tons), 46,150-27,100. Shipments similarly compared were: Wheat, 51,600-25,200; corn, 1,060,950-1,305,250; oats, 792,800-664,200; rye, 1,200-1,200; barley, 42,000-29,400; mill feeds (tons), 55,568-36,450.—Sec'y John R. Lofgren.

The man who subscribes to his trade journal and leaves it in the wrapper is fooling his business just as much as he fools himself when he sits down to his breakfast table, but eats nothing. He has volumes of helpful information locked in his unopened magazine, but he will never get the use of any of it until he reads it.

The Convention of the American Ass'n of Cereal Chemists will be held at Minneapolis June 4 to 8 at the Nicollet Hotel. C. E. Mangels and T. E. Stoa will present a paper on "The Effect of Stage of Maturity upon Composition and Quality of Marquis Wheat," and many papers of special interest to milling and baking technologists will be presented by authorities in their line.



## Oklahoma Meeting Discusses Many Interesting Problems.

[Concluded from page 619.]

If this work is to continue it must be supported by the shipping public and related interests, not with money, because no money is needed, but by their assistance in answering questionnaires when they receive them, giving their estimates of prospective traffic and by attending Board meetings whenever they can. So we hope that this Association and all other industry in the territory will be well represented at this meeting.

### Round Table Discussions.

**COMBINE AND EARLY MOVEMENT.**—The combine results in rushing wheat to market very quickly. There is a tendency to get into the fields too quickly. Mr. Dickinson from Hitchcock tries to offset this by getting out bulletins advising farmers to hold off with the combines until the wheat is ready. Then he tries to move the grain out as quickly as possible and keep ahead of the movement. A tendency is apparent on the part of farmers to neglect the building of graineries and to sell their grain almost immediately.

Some trouble has resulted from wheat arriving at Galveston in a heating condition, so the trouble is not all over when the country elevator ships it. The Galveston elevators make every effort to take care of such grain regardless of whether it was consigned and likely to be re-consigned or not.

**JULE SMITH**, Fort Worth, told about a discussion with country elevator operators at Amarillo, who thought it more satisfactory to handle combined grain than to handle stack or shock wheat.

Mr. Smith spoke briefly about the amount of total damage in wheat. The Department of Agriculture seems to have gone crazy on the subject and has tightened up unnecessarily. Perhaps the combine has something to do with it. Wheat seems to have developed about 10 times the amount of total damage that it had 12 months ago; or else something has happened to the Board of Review in Chicago.

The farmer with the new combine gives the greatest trouble. The man who has had a combine 4 or 5 years usually has learned how to use it.

**STORAGE:** The farmer seems to have reached a point where he thinks it best to sell at once. Graineries are no longer being built. Combined wheat is not readily susceptible to storage without danger of losing grade. Either the trouble is with the combined grain or else the inspectors have forgotten how to grade properly, said Mr. O'Brien, El Reno. Grain shipped from one market to another often takes a varied number of different grades. Examples were cited.

Storage for profit is wise if hedging is properly conducted. But hedges must be used if storing is to be a benefit. It is inadvisable to store out of line. You don't know where the best market will be when you are ready to ship. Keep your grain at the nearest terminal house.

Storage is worth a charge if you do it for the farmer. You assume risk of grain going out of condition, the shrink and other items.

Premiums are another important item, according to Mr. Flickinger of Oklahoma City. You can not hedge against a premium. But premiums usually go up, which is another argument for storage.

**MARGIN ON DRAFTS:** Mr. Humphrey of Enid felt it wise on part of shippers to leave enough margin on drafts to take care of contingencies which may arise. Figure closely enuf so that not too much margin is left, for trouble has occasionally arisen when some firm was slow about settling when too much margin is left. Oklahoma dealers, however, have had little trouble, which is testified to by the record of no arbitrations during the past year.

**VALUE OF MIDDLEMAN:** Grain men must work in harmony with their farmers, thought Mr. J. R. Thomas of Carnegie. When

he renders a real service he can by no means be called a parasite. He is a necessity. Grain men serve their communities.

**OFFICIAL DESTINATION INSPECTION:** Mr. Flickinger said: It is generally felt in this country that destination weights and grades are those at the point where the car is unloaded. It is a common practice in the Southwest to have a car inspected to avoid a re-consigning charge.

The word "destination" should be defined in the rules of the Grain Dealers National Ass'n. This would clarify matters a good deal on cars that move from point to point, being kept in transit for speculative purposes. The rule in the National Ass'n is contrary to this, apparently being a specific for the states east of the Missouri. Where the contract contains a clause covering this point the Nat'l Ass'n rule doesn't apply. Many firms make use of such a clause.

**ROUTING OF DRAFTS:** Unless effort to control routing of drafts on part of shippers is made, loss of time is liable to result. Cars can be unloaded quickly if drafts arrive when the cars do. If local banks send drafts direct much trouble from this source would be eliminated, thought Cecil Munn of Enid.

**UNIFORMITY OF GRADES BETWEEN MARKETS.**—This subject brought forth a number of comments in regard to the lack of uniformity in grading at different terminals.

**CROP REPORTS:** Reports from 20 counties indicated the wheat crop as everything from 50% to 225% of last year. The average was 136%, which would indicate a yield of approximately 44,000,000 bus. This is not absolutely accurate because some counties reporting low percentages do not raise a great deal of wheat in comparison with some of those reporting high percentages. Such an accurate report could only be obtained by taking into careful consideration the acreage planted to wheat in each county.

**SECY C. F. PROUTY**, Oklahoma City, made his annual report, reading only that part of it pertaining to recommendations as the report had been sent out by mail previously. Placed in the form of a motion these recommendations were adopted by the assemblage.

### Sec'y Prouty's Report and Recommendations.

**Ass'n Activities.**—The activities of the Ass'n covering the year just past have varied as conditions demanded. Following our last Annual Meeting held in Oklahoma City we entered upon our field duties in earnest by holding Group Meetings which brought us in personal contact with shippers located thruout the agricultural districts of the state. This is a feature of the Ass'n's work which brings more real, general, good results than any other part of our activities; because it draws men together in groups and affords an opportunity of open discussion of the essential things connected with the grain business. Again, it brings acquaintanceship which leads to ass'n, and the helpfulness obtained therefrom is invaluable in our every day business and social life.

Another feature we emphasized to good advantage was in organizing the different groups so that they could function under a chosen leader and meet at their own convenience. So successfully did this plan work that we found at times meetings were being held on the same date at different points thruout the state. Final closing of our general field work was deter-

mined with the passing of the great volume of our harvest.

A feature of our work since slowing up of the field activities was to change the manner of communicating with our membership by issuing weekly instead of monthly bulletins as a means of circulating more frequently general information.

I hope it is known and understood that considerable work in our organization never goes on record or becomes public because the individual who asks for assistance does not want his troubles to extend beyond the Secy's office. We have had many calls and inquiries of various sorts and have aided in the adjustments and settlements of many differences and controversies, thus avoiding the necessity of arbitration. It has been our earnest endeavor to promote and maintain harmony wherever possible and practical.

**Membership.**—Some decided steps should be taken at this meeting in an effort to increase our Membership. Heretofore, this has very largely been the work of the Secretary, with little effort of Cooperation on the part of the Membership. Competitors have influence with each other that can not be obtained by outsiders, and it is at points where we have members, and their competitors are not members, that the greater assistance is needed. The functioning power of any organization is limited to the amount of its working capital. Interfere with that, or attempt to operate beyond the limit of its income, and someone must suffer. In our present state, the Ass'n's income is not equal to the overhead, and as a consequence your Sec'y is carrying a goodly part of the burden rather than to slight the work. We therefore hope that some effectual scheme or plan can be devised for materially increasing our Membership.

**Trade Rules.**—Any suggestion pointing in the direction of Changes in our present Trade Rules should be referred to the Standing Rules Com'te. The Rules Com'te is in reality the Arbitration Com'te, and as such they naturally come in closer touch with our real needs than the average run of us. If you have in mind any changes and will present them in person or in writing prior to or during the Convention, every consideration will be given your suggestions.

**National Trade Rules.**—Our affiliation with the National Grain Dealers Ass'n automatically makes their rules, our rules, covering interstate shipments, and the only advantage, if any, there would be in the adoption of any or all of the National Trade Rules would be their application to Intra-State as well as Interstate shipments.

The second paragraph of Rule 23, National Trade Rules, should be given careful consideration when taken up for general discussion. This rule needs a more concise interpretation of the word "destination" as used in the rule.

"When grain is bought, official destination inspection and the buyer, by the terms of the contract, has the option of selecting the destination, settlement shall be based upon the inspection point to which the grain is shipped."

There is undoubtedly confusion in the minds of some regarding the proper application of this rule in settlements of grain that is bought and sold subject to Official Destination Inspection when such shipments were first billed to some intermediate junction point for convenience or diversion with this privilege understood in the contract.

### Recommendations.

**FIRST**—That we adopt as our "objective" for the year ahead, 100 new Members.

**SECOND**—That the Ass'n go on record either for or against any changes in our present Grain Standards Act, that we favor as now, Federal Supervision in preference to Federal Inspection as outlined in the Frazier Bill.

**THIRD**—That a Booster Com'te be appointed by the Pres. consisting of one member from each county in the state where we have representation, whose duties shall be to work in conjunction with other Officers of the Ass'n in increasing our membership. There are two good and just reasons for creating a Booster Com'te. First, enlargement of our membership. Second, increasing of financial assistance for greater service.

**FOURTH**—That the Arbitration Com'te continue as a permanent Com'te on Trade Rules.

**FIFTH**—That the Pres. appoint, as provided in Article 4 of our By-Laws, a com'te on transportation consisting of five members.

**SIXTH**—Legislative committee. The state Legislature will be in session during the coming year and I feel that we should have a Standing Com'te, appointed by the Pres., of at least three members whose duties shall be to act in an advisory capacity and to render such assistance as conditions require in regard to matters of special interest to the grain fraternity that may come before the State Legislature.

**SEVENTH**—That the omission of our General Mid-Summer-Fall Meeting last year was a mistake, and that we renew our efforts towards re-establishing and continuing each year these meetings.

I stated last year in my Annual Report that our membership changes were like a thermome-



Pres. A. R. Hacker, Sec'y C. F. Prouty and Wm. Murphy, Swede-Irishman.



ter, increasing or decreasing according to crop prospects. This statement still stands, except a decline in our membership has not taken place during the past twelve months; it is in number approximately what it was this time last year. We lost 16 memberships thru death, selling out, retiring from business, or moving to other states, but gained 19 new memberships, which make a gain of 3 memberships for the year.

The following resolutions were passed unanimously:

## Resolutions Adopted.

### Arbitration.

RESOLVED that we commend the members of the ass'n for their evidently fair manner of dealing between themselves. This is evidenced by the fact that there have been no arbitrations for settlement between members of the ass'n during the past year.

### Strong Bill.

WHEREAS there is now pending in the House of Representatives at Washington, D. C., a certain bill No. H. R. 13153, which is designed to protect the owners and holders of drafts with Bills-of-Lading attached, and other instruments sent thru the banks for collection only, in the event of the failure of the collecting bank before remittances have been fully made for such collections, and is of vital importance and will greatly tend to stabilize the business necessarily conducted thru the National Banks of the Country, be it

RESOLVED by the Oklahoma Grain Dealers Ass'n in convention assembled at Enid, Okla., that we urgently request the Senators and Representatives in Congress from the State of Oklahoma to support said Bill and urge its passage at the earliest possible moment. Be it further RESOLVED that the Sec'y of this ass'n be directed to send a copy of this resolution to each of the members of Congress from the State of Oklahoma and the chairman of the banking committees of the Senate and of the House of Representatives.

PRES. HACKER appointed the following committees for the ensuing year:

TRAFFIC: C. L. Lockwood, Enid, chairman; W. J. Stewart, Chelsea; E. R. Humphrey, Enid.

LEGISLATIVE: Garland White, chairman, Stanton Thatcher and Frank Winters, all at Oklahoma City.

BOOSTER: Floyd Harrington, Forgan; L. E. Bouquet, Clinton; P. G. Newkirk, Clinton; W. E. Shepherd, Hobart; J. H. Bailey, Altus; Jno. O'Brien, Elreno; Jesse Vandenberg, Oklahoma City; E. S. Bouldin, Muskogee; E. L. Baxter, Vinita; Leo. W. Estey, Enid; Claude Nickle, Alva; Fred Martin, Blackwell; Ed. Jenkins, Medford.

PRES. HACKER said he would take up the matter of offering prizes for the best efforts among the boosters, with the directors at the next directors' meeting.

THE OLD OFFICERS were unanimously re-elected except for replacing Ernest Mashburn on the Arbitration Com'ite with Jesse Vandenberg. Present officers are Pres., A. R. Hacker, Enid; Vice-Pres., Harry Hunter, Okarche; Sec'y-Treas., C. F. Prouty, Oklahoma City. Directors: M. E. Humphrey, Chickasha; W. B. Johnston, Enid; Jno. McCrady, Yewed; J. J. Stinnett, Oklahoma City; J. R. Thomas, Carnegie. Arbitration Com'ite: Ben Feuguay, Enid; Jesse Vandenberg, Oklahoma City; J. W. Stewart, Chelsea. Member

Tri-State Appeal Com'ite: W. M. Randels, Enid.

PRES. HACKER expressed his appreciation of the honor paid him by re-election and assured the delegates that he would continue to work in behalf of the ass'n as he has in the past.

It was announced that all the local golf courses would be open to anyone who wished to play.

Adjourned to 10 a. m.

## The Enid Banquet.

A splendid 7 course dinner was served in the banquet hall of the Oxford hotel at seven o'clock Friday evening. Everyone delighted in well prepared food. After the inner man had been satisfied and the cigars passed around, Carl Williams, editor of the Oklahoma Farmer-Stockman, was introduced as the toastmaster. Mr. Williams humorously introduced the various speakers and items of entertainment.

Chas. Quinn officiated at making a toast to the ladies.

Phillips University Quartette sang several numbers and were repeatedly encored.

Cecil Munn toasted and roasted the toastmaster, striking a note of merriment greatly amusing the guests.

Frank Winters made a toast to the miller. Wm. Murphy offered one to the Old Timer.

Heavy encores brought Miss Helen Robinson back for several clever readings.

WABAS the Wizard demonstrated the art of black magic, proving that derby hats are full of coins, empty tubes contain myriad colored handkerchiefs, the hand is quicker than the eye and needles and pins can be swallowed if they are swallowed right, among various other tricks of the magician.

A CLUMSY NEGRO waiter in white kitchen togs, stepped on a bannana peel right in front of the dining guests and fell so heavily that he almost jarred everyone off their chairs. During the course of an investigation that followed it proved that he was a singer and not a waiter and that was why he had so bungled things as a waiter. Whereupon it was demanded that he sing. He did, much to the delight of the guests who revel in listening to classical numbers and a base voice.

Two peppery "wops" argued with each other and with the toastmaster about what was wrong with the food in the hotel, why liver is so costly and calf meat so cheap and why each should sit down before the other and stop "maka da monkey from outa me." It was quite a while after they had started before the guests found they were only arguing for the fun of it, and would never reach the stage where swear words are said and knives are flashed.

Everyone thoroly enjoyed the banquet and the amusement that was provided. Many followed it up with a visit to the Aztec theater for which tickets were also available.

## Saturday Morning Session.

The third session was opened in the auditorium of the Elks' Club at 10 a. m. Saturday.

C. L. LOCKWOOD of the Enid Traffic Buro, spoke briefly in regard to Oklahoma's grain rates, giving a brief history of the development of the mileage basis in intrastate traffic, discrimination between Texas and Oklahoma rates, the use of the export rate, and the order of the Commerce Commission demanding removal of discrimination suffered by border points between Oklahoma and Texas and Oklahoma and Kansas.

The discrimination between Oklahoma and Kansas rates continues to exist and is being fought by Wichita principally. At the same time they cause Oklahoma to lose the advantage of having northern markets at her disposal.

Grain will not flow uphill. The rate scale into Kansas City from Oklahoma points is prohibitive and Oklahoma needs a wider market scope to permit use of northern and eastern markets.

The short-line mileage rate from Kansas City to the Gulf should be used as the basis for grain rates thruout the Southwest, and that eventually this condition must come to extend as far north as Nebraska at least.

Carriers have apparently disobeyed the order of the Commission regarding use of continuous mileage rates from Oklahoma points to Texas points.

On motion made and seconded, the delegates requested that Mr. Lockwood, in association with two others, to draft a resolution, voicing the disapproval of the ass'n for such disobedience, and demanding the terms of the Commission's order be lived up to. The following resolution was drafted by Mr. Lockwood, Mr. Bouldin and Mr. Peeler:

### ASK ENFORCEMENT OF I. C. C. ORDER.

WHEREAS the Oklahoma Grain Dealers Ass'n and Oklahoma Millers Ass'n convening at their annual convention in joint session at Enid, Okla., May 19, 1928, has under discussion rates as published by the carriers in presumed compliance of the orders of the Interstate Commerce Commission in Docket I. C. C. 12244, such rates being more specifically described as those carried in tariff issued by J. E. Johnson, Agent, Southwestern Lines Tariff 39-T-I.C.C. 1775, and

WHEREAS it is the consensus of opinion of this meeting that rates from Oklahoma points to Texas points should be applied on the continuous mileage basis of rates as are used on Oklahoma and Texas Intrastate traffic, therefore, be it

RESOLVED that action be taken calling attention of the carriers and the Interstate Commerce Commission of the carriers' failure to comply with the order of the Commission in Docket I. C. C. 12244 and that carriers modify the routes carried in tariff J. E. Johnson, Agent, I. C. C. 1775, to permit the application of the continuous mileage rates, observing the orders of the I. C. C. as to three lines and two junctions in making the mileage rate applicable with the restriction as to the circuits, and be it further

RESOLVED that a copy of this resolution be sent to the carriers and to the Interstate Commerce Commission.

C. V. H. HARRISON, manager of the Fumigation Service, Inc., gave a short talk regarding the elimination of weevil in grain and grain elevators by the use of cyanogas and demonstrated a conical contrivance used in feeding the granular substances into the grain as it is run into a bin.

## Join Your Ass'n.

CHAS. QUINN of the Grain Dealers National Ass'n, made a brief talk on the value and benefits of the state and national ass'ns. He cited several instances of specific benefit, of the saving of court costs by use of the arbitration committees, of the weight an ass'n carries in straightening out legislative tangles and the winning of railroad rights. He spoke of the friendships built up between members of the trade and the willingness to work together that comes as a consequence, and mentioned with no little force the manner in which the entire trade benefits from the work of the ass'n, explaining that, this being true, the ass'n was entitled to the support of the entire trade.

The convention was adjourned *sine die* and the meeting turned over to the Oklahoma Retail Coal Merchants. Around 80% of the grain dealers in the state handle coal and many of the country elevator operators stayed for the coal session.

[Continued on page 636.]

## The Wichita Quartet.



H. F. Johnson, Galveston, Manager; H. P. Lorenz, Baritone; Sam Wallingford, Bass; Glenn Yancey, Tenor; U. L. Shelton, Lead.



# Texas Grain Dealers at Galveston

The beautiful "Oleander City"—Galveston, the world's largest cotton port, was the picturesque setting for the thirty-first annual convention of the Texas Grain Dealers Ass'n, held May 21 and 22. About a hundred were up for breakfast, the rest went fishing.

The palms nodded their welcome to the grain dealers, and the oleanders blossomed their prettiest for the occasion. The background reflected friendliness and cordial welcome.

TEXAS, that "Lone Star" State, an empire within itself, with one possible exception the only state in the Union which is self-supporting, the state with dimensions so astounding as to be unbelievable, today the largest producer of milo and kafir, was represented by her proud sons from all corners. Every freight train carries a load of incoming farmers in Texas.

A seven-piece orchestra appropriately began the opening session with a number of "eye-opening" numbers.

H. B. DORSEY, secretary, Fort Worth, called the first session to order in the Hotel Galvez, Monday morning at ten.

VICTOR H. DAVISON, Galveston, president of the organization, was unable to preside, being on the operating table.

W. H. KILLINGSWORTH, San Antonio, first vice-president, took charge.

INVOCATION was delivered by Rev. King Vivion.

WELCOME to the good ol' stamping ground was hospitable ad infinitum, delivered by Hon. I. H. Kempner, Galveston. Mr. Kempner claims the three hardest things to do in the world are to climb a fence leaning towards you, kiss a girl leaning away from you, and talk to an audience that doesn't want to listen to you.

Mr. Kempner apologized for the absence of the Mayor, but said the Mayor didn't know much about grain anyhow, that at a recent banquet he was asked if he cared for a second helping of corn and he passed his glass.

Mr. Killingsworth responded appropriately.

The death of Mrs. J. V. Neuhaus, wife of ex-President Neuhaus of Houston, Sunday evening, was announced amidst bowed heads. The heartfelt sympathy and a motion of condolence from the membership was voted, and a com'te appointed to represent the association at the funeral.

JULIUS W. JOCKUSCH, Galveston, a director, and chairman of the reception and entertainment com'te, announced a series of entertainment features.

ROUND-TABLE INTRODUCTIONS, a hospitable Southern custom, then took place, every one standing, giving his name, firm, location, etc.

HON. CLARENCE E. GILMORE, Austin, Texas, chairman Texas Railroad Commission, believing that "it is to laugh," be merry and stay young, started his address on "Some of Our Transportation Problems" with an avalanche of humor. In his talk he reviewed the history of transportation from the human to the airplane, piercing the fog hiding the future with a timely forecast. He concluded with a piece on "Teamwork" by Kipling.

SECY DORSEY read his annual treasurer's report, which was accepted. It follows:

## MEMBERSHIP AND FINANCIAL REPORT.

Complying with the constitution, I submit herewith my annual report as Secretary and Treasurer of your Ass'n for the fiscal year beginning June 1, 1927:

Membership last annual report.....	238
Members admitted during the fiscal year....	12
Making a total of.....	250
Resigned, deceased, out of business and other causes .....	34
Leaving net membership of.....	216

## RECEIPTS

On hand last report (cash, bonds, etc.) .....	\$3,812.57
Membership fees .....	170.00
Membership dues .....	5,159.69
Arbitration deposit fees.....	185.00
Arbitration awards .....	274.60
Ads in booklets.....	120.00
Exchange .....	1.50
Interest on bonds and savings account .....	92.50
Rate fund .....	15.00
Railroad claims acct.....	197.07
	<hr/> \$10,027.93

## DISBURSEMENTS.

Expense acct. (secy's exp. at last annual meeting of \$97.10 and dues to G. D. Natl. Ass'n, 123.50) .....	\$ 259.60
Secretary's salary .....	3,000.00
Arbitration deposit fees returned .....	87.40
Wheat loss fund.....	58.45
Office rent and storage on old records .....	552.00
Rate fund .....	188.80
Printing and stationery.....	313.65
Telephone and telegraph.....	124.25
Postage account .....	96.50
Exchange .....	5.15
	<hr/> 4,685.80

Leaving a balance on hand of.....\$5,342.13

The following accounts have credits, as follows:

Wheat loss claims.....	\$2,023.26
Arbitration dep. fees and awards .....	327.10
	<hr/> 2,350.36

Net amount in general fund.....\$2,991.77

O. N. HUGHSTON, Plano, read the annual report of the Arbitration Com'te, the duties of which are diminishing because of an inclining code of ethics.

During the past fiscal year there were filed eight cases for arbitration, involving \$815.92. The Arbitration Committee has had two meetings during the year and has disposed of all cases on the docket. One case so far has been appealed to the Arbitration Appeal Committee, and there may be other appeals resulting from the meeting of the Arbitration Committee on the 19th.

The Committee finds that there seems to be a greater effort on the part of our members to compose their differences and meet each other on neutral ground, to give and take, to a greater extent than heretofore, as the records show that formerly we had an average of 100 cases a year, involving tens of thousands of dollars. The Committee feels that the Trade Rules and decisions of the Committee have had a great deal to do with reducing this large number of arbitration cases.

Respectfully submitted,

J. S. CRISWELL, Chairman.

The report was accepted.

THE APPEALS COM'ITE reported no cases presented.

C. W. GRIFFIN, Federal Grain Supervisor, Fort Worth, on "The Objects and Aims of Federal Grain Supervision," said:

It is the purpose of the Federal Grain Supervision to be of service to the public from the producer to the consumer by the enforcement of the Grain Standards Act in a fair and impartial manner to all concerned. This, we believe, has been accomplished and comment has in general been very favorable, but there has been local problems which have resulted in criticisms of the standards. These standards were established through hearings and cooperation with the grain trade and all public and private organizations interested in the production and marketing of grain. We believe that the continued study of the standards by all such organizations will be of assistance in their satisfactory application.

The Grain Standards Act was passed as a result of an insistent demand from grain merchants and foreign buyers. This demand was caused by the lack of uniformity in the grain grading rules as established by the various grain exchanges and because these rules were not always consistently applied. Under the United States Grain Standards Act standards of quality have been fixed for the principal grains. Grain grading rules have been established, equipment has been standardized, and the grading procedure has been fixed. As a result of all this, all grain grading departments in the

United States are using the same method, all of which should and does make for uniformity of grades between markets and without which the high degree of uniformity between our interior markets and Galveston and Houston would be impossible.

Fundamentals underlying our work are: First, grain standards must be relatively permanent and not be changed to meet purely temporary conditions. Second, grades should be the same for all parts of the United States and for foreign and domestic commerce. Third, grades cover the range in quality and conditions of merchantable grain commonly found in different crops. Fourth, the grade limits are definite and so fixed that there will be a proper distribution of grain through the numerical grades so that commercial values will be established. Usually 75% of an average crop will be included in the first three grades; and fifth, the standards are so constructed that they furnish a satisfactory basis for the expeditious handling of grain.

The Board of Review located at Chicago is charged with the interpretation of the standards. This Board is composed of four practical grain men, who give all of their time to reviewing samples submitted to them by the District Supervisors and to handling Board appeals. If the District Supervisors get out of line on any interpretative factor, the Board of Review immediately notifies him of his error and returns the sample with the proper correction of the factors, and in this manner the local or district supervisor is constantly in touch with the Board and is not likely to be very badly off on any grading factor. The supervisor passes the information on to the licensed inspector and by so doing the whole organization is working under the same interpretation and a high degree of uniformity is maintained, which would be impossible without some central head such as the Board of Review.

Calling appeals entails no so called red tape, all that is necessary is to phone the car number to the office of the Federal Grain Supervision and the appeal is usually accomplished without any delay. If you are not satisfied with the local supervisor's grade you may notify the supervisor by phone and your sample will be mailed to the Board of Review, special delivery, and the Board will wire their grade. All of this is accomplished by the Fort Worth office in approximately forty-eight hours, so you can see there is practically no delay in this service.

Most of the criticism of grain inspection in my opinion is caused by wheat going out of condition in storage and especially since the introduction of combines for harvesting and threshing, as there is a tendency to cut the wheat before it is thoroughly ripe and too quickly after rains which causes the wheat to carry high moisture and if allowed to remain in the bins or cars will cause wheat to heat and deteriorate very rapidly.

We often hear the complaint of handlers that we took the wheat in for No. 1 or 2 and are now grading it lower. When as a matter of fact the wheat was taken into the elevator as No. 1 or 2, basing the grade on moisture and several months later the same wheat would grade Sample Grade on damaged or heat damaged, caused by lack of care while in storage.

I saw some wheat in a certain market last year placed in storage as No. 3 Red Winter wheat without any damaged, grading on 14.5 moisture. This same wheat was loaded out this Spring containing as high as 50% damaged and with 15 to 25 weevils in 1,000 grams. The owner of this wheat thought he had been imposed upon by the inspector who graded it, when as a matter of fact the wheat had not been properly handled by the owner and the inspector had nothing to do with it.

We invite constructive criticism and are anxious to be of service to you.

The session then adjourned for luncheon.

## Ex-President's Luncheon.

Southern hospitality reigned supreme at the ex-President's Luncheon, a unique Texas feature introduced by the able secretary.

Sickness within the families of many ex-Presidents unfortunately kept some away. Their absence was keenly felt.

The luncheon was excellent and the testimonials following bespoke the sincere appreciation of the splendid work continuously accomplished by the organization. Julius Jockusch insisted the arbitration feature alone was worth ten times the present dues.

The annual directors' luncheon was given Sunday noon.

## Monday Afternoon Session.

The second business session was called promptly to order at 2:30, after an enjoyable hour of hand-shaking and good fellowship. The "spirit" or "sole" of Texas was prevalent.

"WHAT ARE THE DUTIES of the Buyer or Unloader of Grain to the Shipper



on Grain Bought and Sold on Destination Terms, Especially as to Furnishing Account Sales or Returns?" brought forth one complaint for delay in making account sales, and one for the terminal trade practice of filing claim for shortages, but never returning weight on a car that is overweight.

Dr. J. W. T. DUVEL, chief of the Grain Futures Administration, Washington, D. C., addressed the afternoon session on "The Work of the Grain Futures Administration," which is quoted elsewhere.

The session then adjourned for the annual swimming party.

## Entertainment Monday

LADIES were royally entertained Monday noon with an extraordinary luncheon and pleasant card party out on the breezy Gaido's pier, with the compliments of Galveston's grain dealers.

SURF BATHING was enjoyed at five, following the closing of the second session, Monday afternoon, with the compliments of the Galveston Chamber of Commerce.

BANQUET-DANCE-ENTERTAINMENT, all with the cordial graciousness of the grain dealers of the "Oleander City," was enjoyed by over 200.

The setting was romantic. Gaido's pier was draped in artistic hanging moss, trellises, colored lanterns, with tables decorated with many of the 31 varieties of oleanders and other fragrant and artistic flowers, over all which lazy breezes wafted to and fro. The charm and hospitality of the South outdid itself. Everything bespoke a cordial welcome. The Galveston grain dealers deserve an avalanche of praise.

The banquet was superb, the musical classics exceptional, the orchestral offerings outclassed nowhere, the Kit Kat Klub acts sensational, the dancing delightful, and the merriment and frivolity riotous. Julius Jockusch's program, including the numbers by his talented son, was well worth crossing the country to enjoy.

## Tuesday Morning Session.

The third session was called to order at 9:30 a. m., with about fifty present, the balance having failed to rally after bad breaks in the frolic market down at the Kit Kat Klub, the night before.

CANE SEED STANDARDS: "Should Standards for Grading Cane Seed Be Established by the Ass'n as Per Report of Com'ite Appointed Last Year," Sec'y Dorsey read the recommendations of two of the com'ite of three, namely, Robert Nicholson of Dallas, and E. W. Crouch of McGregor, as follows:

### RULES FOR GRADING CANE SEED.

Grade No. 1—Shall be cool and of natural odor and good color, free from Johnson Grass and other noxious weed seeds, 98% varietal purity, not over 3% cracked kernels and foreign material, and not over 2% of other commercial seeds or grains. Germination 90% or better.

Grade No. 2—Shall be cool and of natural odor and good color, free from Johnson Grass and other noxious weed seed, 96% variety purity, not over 5% cracked kernels and foreign material and not over 4% other commercial seeds and grains. Germination 85% or better.

Grade No. 3—Shall be cool and of natural odor and good color, free from Johnson Grass and other noxious weed seeds, 90% varietal purity, not over 10% cracked kernels and foreign material, not over 5% other commercial seeds or grains. Germination 80% or better.

Sample Grade—Shall be cane seed, which does not come within requirements of any of the grades from No. 1 to 3 inclusive, or which has any commercially objectionable foreign odor, or is heating, hot or otherwise of distinctly low quality.

HARRY KEARNS, Amarillo, differed from the other two members serving on this com'ite, in the matter of germination and Johnson grass content. Harry maintained 11 out of 12 men could be fooled on Johnson Grass content.

A federal investigation in the Southwest was suggested, but it was agreed such could not be obtained preparatory to establishing federal grades without an amendment to the grain Standards Act.

R. L. COLE, Krum, pointed out that Johnson Grass is not a serious factor in the Panhandle as it in the black land districts of Central Texas. Johnson Grass decreases blackland values from \$20-\$40 an acre. The reason for these differences is the use made of the cane seed, fodder and seed.

ROYCE DORSEY, Forth Worth, pointed to the state seed law as covering the proposed restrictions, suggesting, however, that numerical grades be added so that farmers would be encouraged to produce quality cane seed rather than to be able to collect by values for "junk."

O. N. HUGHSTON, Plano, defined the term "grade" as merely a description of comparative values and suggested dealers contracted on description at present.

On motion of Sec'y Dorsey the question was tabled.

INVITATION TO BOSTON was extended by Sec'y Charles Quinn, also announcing a 30-day round-trip excursion rate to the annual convention of the Grain Dealers National Ass'n, going and returning over two different routes, at a rate of a fare-and-three-fifths.

THE McNARY-HAUGEN bill was discussed by Sec'y Quinn, as at the Kansas and Oklahoma meetings, more or less assuring a positive veto.

On motion of Sec'y Quinn the following was adopted:

### ENDORSE H. R. 13153.

That WHEREAS, there is now pending in the House of Representatives at Washington, D. C., a certain Bill No. H. R. 13153, which is designed to protect the owners and holders of drafts with bills of lading attached, and other instruments sent through the banks for collection only, in the event of the failure of the collecting bank before remittances have been fully made for such collections, and is of vital importance and will greatly tend to stabilize the business necessarily conducted through the National Banks of the Country, therefore, be it

RESOLVED by the Texas Grain Dealers Ass'n in convention assembled at Galveston, Texas, that we urgently request the Senators and Representatives in Congress from the State of Texas to support said Bill and insist upon its passage at the earliest possible moment. Be it further

RESOLVED, that the Secretary of this Ass'n be directed to send a copy of this Resolution to each of the members of Congress from the State of Texas, and the chairman of the banking com'ites of the Senate and House of Representatives.

"THE COUNTRY SHIPPER We Like to Deal With," John E. Bishop, Houston, specified membership in the state grain dealers' ass'n.

R. L. COLE, Krum, on "The Terminal Market Receiver, Broker or Miller We Like to Ship To," suggested the following: Should be member Texas Grain Dealers Ass'n; to be able "to see themselves as others see them," and adjust our actions and practices in line with the commandment "Do unto others as you would they do unto you"; sacrifice financial gain for the sake of reputation for sound dealing; give consideration to the "other fellows"; prompt settlement; be thorough and painstaking; be willing to acknowledge a mistake on your own part; be "slow to anger, and quick to calm"; be tolerant—go more than half way; be sure you're right before you strike; help the one who makes a mistake; obey shipping and handling instructions; don't be petty—build for the future—"the customer is always right"; believe that good will and friendship is of infinite intrinsic value to everyone and should be protected, revered and kept.

NEW MEMBERS announced included J. E. Rodgers of Houston, the Texas Chemical Co. of Houston, the Chase Bag Co. of Dallas, and Ned Goldsmith of Chickasha, Okla.

The session then adjourned.

## Tuesday Afternoon Session.

The fourth business session was called to order at three, after a most delightful and lavish feast tendered by the hospitable Julius W. Jockusch and his most cordial wife, to a party of sixteen.

JOHN E. BISHOP, Houston, chairman of the Resolutions Com'ite composed of himself,

Ben E. Clement, Waco; Ed. Lawrence, Bartlett; Dilly Broiles, Palestine, and Ed. N. Noble, Plainview, read the following resolutions, which were adopted:

### RESOLUTIONS ADOPTED.

WHEREAS, our highly esteemed and honored president, Mr. V. H. Davison, has been deprived of being present with us and of conducting the affairs of the thirty-first annual meeting of the ass'n, by an affliction of the eyes, be it

RESOLVED, by the Texas Grain Dealers Ass'n in convention assembled, that we offer our sincerest sympathy to him in his affliction and hereby appoint his long time friend and former business associate, Mr. J. W. Jockusch, as a com'ite of one to present him some flowers on behalf of the ass'n, together with a copy of these resolutions, and our sincere wishes for a speedy and complete recovery.

### SYMPATHY TO J. V. NEUHAUS.

WHEREAS, the cruel hand of the Grim Reaper has entered the home of our distinguished member and splendid friend, J. V. Neuhaus, and has taken from him his dearly beloved wife, thus depriving him of his helpmate and dearest treasure, be it

RESOLVED, that the deep and very sincere sympathy of the Texas Grain Dealers, in convention assembled, be extended to our bereaved member on this occasion with assurances of our affectionate regard for him and his household and with the hope that the knowledge of our great friendship for him will help him bear his heavy burden of sadness.

### THANKS TO GALVESTON DEALERS.

WHEREAS, on the occasion of our thirty-first annual meeting held in the City of Galveston on May 21-22, 1928, we have been so royally entertained by the Citizens of Galveston, they having left nothing undone to provide royally for our every pleasure and have spared no expense to provide the most lavish entertainment, be it

RESOLVED by the Texas Grain Dealers Ass'n that we extend to the entertainment com'ite our great affection of their good fellowship so manifest throughout our stay here.

SECY DORSEY moved the re-affirmation of the motion passed a year ago, regarding federal grain inspection, favoring the present system to any substitution. This motion was passed by a unanimous vote.

NEW OFFICERS ELECTED: W. H. Killingsworth, San Antonio, was chosen as president; L. C. McMurtry, Pampa, first vice president; Julius Jockusch, Galveston, second vice president; and H. B. Dorsey, Fort Worth, sec'y-treasurer.

DIRECTORS, in addition to the officers, were: A. V. Nelson, Claude; R. E. Wendland, Temple; and Gaylord J. Stone, Fort Worth. The business meeting adjourned *sine die*.

## More Entertainment.

The ladies, and there were about 35 present, enjoyed an extended tour of the "Oleander City" Tuesday afternoon, returning just in time to join the men in a most refreshing boat ride out on the gulf, lasting for a pleasant two hours. Galveston certainly were most cordial hosts and hostesses.

## Galveston Dips.

CONTINUOUS WIRE QUOTATIONS were furnished conveniently through the courtesy of J. L. Bache & Co.

V. H. DAVISON, Galveston, general chairman of the Reception and Entertainment Com'ite, was greatly missed.

Frank A. Theis and his charming wife, the male member of which combination acquired the name of "En-tice," drove down from Kansas City, en route to Cuba. Why to Cuba, Frank? What's the matter with Galveston?

Another of Julius Jockusch's sons is a reporter for one of the outstanding newspapers of the South, and was assigned to cover the Texas Grain Dealers convention. Professionally, he's a cracker-jack, just as in every other way. He's a chip off the old block.

Kansas City, Mo.—L. E. Moses, widely known flour miller who retired several years ago, has succeeded the late C. V. Topping as president of the Southwestern Millers League.



# Panhandle Grain Dealers Condemn McNary-Haugen Bill

The fourteenth annual convention of the Panhandle Grain Dealers Ass'n was called to order by President W. C. Cowan, of Tulia, Tex., in the Hotel Amarillo, Amarillo, Tex., on May 17, at 9:30. Heavy rains and swollen streams kept some home, but about 60 were present at the opening.

INVOCATION was delivered by Dr. Yates.

A. S. STINNETT of Amarillo, heartily welcomed the convention to the city, concluding with a word of warning regarding not underestimating the wheat crop of the Panhandle. Yields and acreages cited exceed the bumper crop of 1926. Large terminal elevator facilities were urged for the city, particularly for the storage of milo that the producer might participate in the annual increase in values thereof.

J. N. BEASLEY, secretary, Amarillo, read a telegram from the Fort Worth grain trade, expressing their regrets at being unable to be present, on account of a washout on the "Denver."

L. C. McMURTRY of Pampa, responded to the address of welcome, reviewing the growth of the Panhandle organization.

SECRETARY BEASLEY read his treasurer's report showing a balance of \$1,748.52; and the minutes of the 1927 annual convention, which were approved.

DIVERSION OF CARS back and forth between Fort Worth and Dallas and other points, dealers were warned, would lead ultimately to a cancellation or curtailment of all diversion privileges. The unfairness to country shippers in permitting the terminal market representative to volley their cars back and forth to take advantage of a rise in values at the shipper's expense, was condemned.

JULE G. SMITH, Fort Worth, pointed to the terminal storage facilities as a remedy for the abuse of this diversion privilege, also citing the increasing grading hazard of sending grain back and forth between points, and of how the federal grain supervision department was tightening up on damage content.

MR. McMURTRY cited a motion of a year ago favoring only two free diversions, also suggesting the State Railroad Commission would sit down on the trade and penalize them for continuous abuse.

G. H. SPARROW, Amarillo, reviewed the rate diversion case now pending and inferred nothing more could be done at present in eliminating diversion abuses and assuring continued privileges. The situation the railroads are placed in under these free diversion conditions is obvious.

MARTIN GIESECKE, San Antonio, elucidated the position millers would be placed in if they lost their diversion and/or milling-in-transit privileges on account of abuse of those privileges by the transit and terminal market dealers. Obviously millers would be unable to continue in business profitably.

THE GROWING INTRICACIES of grading were deplored, and heat damage and new grading factors constantly introduced by federal authorities to the ever increasing detriment of the producers, were condemned. The federal board of review also came in for caustic criticism, as did the political move of the Washington bureaucrats to eliminate all state and exchange inspection debts and substitute federal inspection throughout the country.

HANDLING COMBINED WHEAT was another pertinent problem absorbing close attention. Constant turning of "green" combined wheat until cool and over the "sweat" stage, was the only remedial measure suggested for combatting rapidly increasing damage content in storing combined wheat. This extra handling and hazard necessitates the taking of additional margin.

THE McNARY-HAUGEN bill came in for an avalanche of condemnation, and it was agreed that every grain dealer would wire his Congressmen to vote against the measure in the event the bill was vetoed and came back for a further vote by the House and the Senate.

COMITES appointed included:

Nominations: Ed. N. Noble, Plainview; E. W. Harrison, Hereford; and H. L. Kearns, Amarillo.

Resolutions: W. A. Barlow, Amarillo; L. C. McMurry, Pampa; and L. F. Cobb, Plainview.

Auditing: Lester Stone, Amarillo; W. C. Collins, Tulia; and F. G. Barefield, Amarillo.

GRADES FOR CANE SEED were recommended by H. L. Kearns, of Amarillo, and after a thorough discussion of the advisability of strict vs. lenient grading factors to be adopted by general consent by Texas Grain Exchanges and inspection points, resulted in a motion to establish such grades omitting the germination and Johnson Grass content features proposed by other members on the state com'ite appointed to establish such grades.

The session then adjourned for luncheon.

## Crop Reporting Luncheon.

J. N. BEASLEY was the diplomatic toastmaster and master of ceremonies at the exceptional luncheon given at the Herring Hotel at one o'clock. Nearly 80 participated in the illuminating occasion. Music was furnished by four melodians.

THE PANHANDLE OF TEXAS will produce not less than 12,000,000 bushels of wheat and may produce as much as 20,000,000, in the opinion of the grain dealers. The Panhandle's ability to come back after a siege of adverse weather conditions stronger than any other section of the United States will determine the total yield. One dealer from Hale county told of an instance on May 12, 1921, when a farmer set fire to his frightfully poor field of wheat and burned off half of it to prove to his friends that his wheat was dry enough to burn. That very night a two-inch rain fell and the remainder of the field produced an average of twenty bushels to the acre. That is almost the situation that exists today. It is impossible accurately to estimate this crop.

The grain dealers were almost unanimous in stating that the condition was the most peculiar in the past fifteen years and that no one could near estimate the production with favorable conditions from that time until harvest.

Reports indicated that the best wheat was in the Spearman, Texhoma, Guymon, Wildorado and Vega territories, where it is thought that the crop will be at least normal, if not better than usual.

JULE G. SMITH told of the results of a thoro canvass made throughout the entire wheat belt. He figures Texas will produce a total of 100,000,000 bus., and that the seven states of Colorado, Kansas, Missouri, Nebraska, Texas, New Mexico and Oklahoma, would produce 80,000,000 bus. more than last year, and that the seven eastern wheat raising states would produce 80,000,000 bus. less than last year. This is 55,000,000 bus. more than the Government's May 1 report for the seven Southwestern states. There is nothing to indicate a shortage, he stated.

WINTER WHEAT is an animal taking advantage of 12th hour conditions, according to Jule.

NEW QUARTERS now occupied by most of the members of the Amarillo Grain Exchange were mentioned by Mr. Beasley. Wire service is now furnished to all markets and quotations in return are kept continually posted. The newer and larger space was built to suit in the

ultra-modern 10-story Fisk Medical and Professional Arts Building.

The trading floor measures about 30x35 ft. The cash sample tables are in, and floor trading is expected to commence early in the summer, in conjunction of the developing of a consignment trade.

The new branch of the Rock Island from Amarillo north to Liberal, Kansas, taps the rich Spearman territory and opens much new virgin territory.

That the future of this market, the gateway of the Panhandle, is a certainty, was proclaimed by Mr. Beasley, not boastfully, but with a reserve of statistics to back him up. He said:

The Panhandle of Texas will ultimately produce more wheat than Oklahoma, or an average crop of 100,000,000 bushels a year. As a consequence, there is no doubt in the minds of anyone acquainted with the facts but that Amarillo will become the largest milling center in the state.

Less than one-tenth of the potential wheat land of the Panhandle is now under cultivation, and this year alone we can expect from 15,000,000 to 20,000,000 bushels, even under the most unfavorable conditions. Think what that will mean in years ahead.

We are learning more and more about how to grow wheat, and every year it becomes a more certain crop where the proper methods of cultivation are used. Watch the Panhandle as a wheat country and Amarillo as a grain market.

Why, in 1920 only 500,000 acres in the Panhandle, exclusive of New Mexico, were under cultivation; in 1926, 1,100,000 acres, and in 1927, 1,700,000 acres were in. This year 2,250,000 acres went in, a 30 per cent increase over last year. There's upwards of 15,000,000 acres of potential wheat land in the Panhandle that some day will produce wheat which will move through Amarillo.

Inspections for the 1925-26 crop year at Amarillo ran 4,358 cars. Despite the very poor returns on the 1926-27 crop, Amarillo handled 3,350 cars, and during the past ten months of the present 1927-28 crop year, or up until April 30, Amarillo alone handled 3,697 cars.

The Amarillo Grain Exchange was incorporated in January of this year with no capital stock, the value of the shares held by members being based on the healthy surplus of around \$4,300, which if divided among the 23 outstanding memberships would bring a return of right around \$200. The Amarillo Grain Exchange is going to encourage the establishment of seven more grain firms here by permitting an equal number of memberships to be sold at \$100. We know Amarillo is coming right along and we desire others to grow up and work with us.

The Plainview Grain Exchange received Mr. Beasley's compliments, in his concluding remarks.

HERBERT HOOVER led with 19 votes in the straw vote cast for national president. Other candidates, in the order of their choice, ran, Coolidge, 17; Al Smith, 13; Jim Reid, 6; Will Rogers and Jesse James, 3; Jule G. Smith, Ma Ferguson, McAdoo, Moody and Walsh, 1 each.

BASEBALL tickets were passed around the banquet table, the game being Amarillo vs. Pueblo. J. N. Beasley sold his interest in the team after the 8th inning for \$1.50, the score then being 8 to 1 against Amarillo.

ELECTION of new officers for the ensuing year resulted in the appointment of D. I. Barnett of Miami, president; C. L. Ludwig, Groom, vice-president; J. N. Beasley, Amarillo, secretary; and the following directors: A. V. Nelson, Claude; C. O. Byrne, Tulia; R. L. Yeager, Amarillo; Ben F. Smith, Plainview; and H. H. Elam, Wildorado.

THE NEW ARBITRATION COMITE will hereafter be composed of: L. C. McMurry, Pampa; E. N. Noble, Plainview; and C. R. Slay, Groom.

## Resolutions Adopted.

Resolved, That the Panhandle Grain Dealers Ass'n in convention assembled do condemn the McNary-Haugen bill as unsound and communistic and detrimental to the farmers' interests;

That we favor a curtailment of the diversion privilege on grain and grain products rather than on extension of same;

That we thank the officers and directors of our ass'n for the able and efficient manner in which they have managed the affairs of our ass'n during the past year, and especially Miss Bond of J. N. Beasley's office, who has so ably performed the duties of the secretary's office;

That we thank the grain dealers of Amarillo, [Continued on page 644.]



# Kansas Grain Dealers Denounce McNary-Haugen Bill

A splendid turn-out of Kansas grain dealers attended the 31st annual convention of the Kansas Grain Dealers Ass'n held May 15 and 16 at Dodge City, Kan., in spite of the inclement weather of the previous few days. Many who drove did not arrive until noon of the first day and some even later. Business was good for the Dodge City garages, wash-racks, laundries and tailors during the first day, which is ample testimony to the tenacity of a grain dealer in getting to where he started to go. Complaints of burnt-out bearings, mud-holes and towing charges were not uncommon.

Headquarters were at the Lora-Locke hotel, tho all the hotels were crowded, and the principal saving grace was the fact that some of the reservations were thrown open thru the inability of the reservers to cope with the storm-washed Kansas highways.

The opening session was delayed until the afternoon of the 15th. The first and the evening sessions were held in the Beeson theater, half a block from the hotel. Remaining sessions were held in the ballroom of the Lora-Locke.

## Tuesday Afternoon Session.

The first session was opened Tuesday afternoon with Pres. H. R. Rhodes, of Colony, in the chair.

JESS DENIOUS, editor of the *Dodge City Globe*, made the welcoming address. He wondered if the scheduling of the convention had anything to do with the downpour that preceded it, but also recalled that Dodge City merchants had advertised the straw hat season as commencing on May 12, the day when the city suffered most, and admitted this may have been a contributing cause. His welcome was warmly expressed and every delegate was made to feel the sincerity of his greeting on behalf of the Chamber of Commerce and the citizens of Dodge City.

H. B. WHEATON, Hugoton, vice-pres., responded, expressing appreciation of the welcome and lauding the progress of Dodge City in its growth from a frontier town to the center of a huge agricultural district doing its best, and very successfully, to fill the bread baskets of the world.

PRES. RHODES paid high tribute to Sec'y Smiley for his years of faithful service as sec'y of the ass'n. The assembled delegates stood for a moment in his honor. Mr. Rhodes then continued with his annual address, saying:

## President Rhodes' Address.

The outlook of the Kansas grain trade today, while we gather for the 31st annual convention, is most encouraging. Never was there a time in history that it was so sublime to live. Never before have the entire populace of our country, especially the underprivileged, to which class most of us belong, enjoyed so many of the necessary and the unnecessary things of life. True, many of us are overindulgent in seeking the thing we call happiness and in our misguided search we are only scratching the surface of life, as an example of our missing the substantial and accepting the artificial.

We are living in an age of educational advancement. Not many years ago the gentleman in charge of our highway system was called the road boss. Today a highway engineer, a college man, if you please, draws a blueprint of the proposed highway showing the grades, bridges and culverts. About thirty years since a young man from my community with scarcely an eighth grade preparation left for a medical school. After two six-month terms of lectures he returned a full-fledged M. D. The only mistake he made was that he failed to take a ten-day course in embalming. Today there is not a medical school in our land that does not require at least a high school diploma, and some require a certain amount of college preparation.

**Vast change in agriculture.** Take the harvesting of wheat: According to the U. S. Bureau of Agriculture in comparing harvesting cost with the binder is \$4.22 per acre, with the header is \$3.36 per acre and with the combine

\$1.50 per acre. Sec'y Jardine, in a recent article, said that in the period of 1922 to 1926 the production of milk had increased 20% from 4% less dairy cows and that farm population in 1924 was two million less than in 1919, yet using the same land, produced one-seventh more during the five-year period centered on 1925 than that centered on 1919 and that the average farm worker can harvest as much now as five or six men 20 years ago.

With this advancement comes the liberal national cost for education of approximately three billions of dollars yearly and as an unfriendly companion comes the indictment of our youth, because of their lack of interest and insincerity. When suddenly there appears on our national horizon a young man, the product of this very age, who because of his modesty, perfect balance and sublime courage is acclaimed the greatest living hero that has ever flown across the pages of American history.

The satisfactory condition existing in our Kansas business is based, from a material point of view, upon the corn crop of 1927, the unusual yield and quality for which the producer received only a fair price, tho satisfactory on the whole. The 1928 wheat crop speaks for itself, as Kansas wheat this year will not only reward the producer but should allow a fair handling charge with a good volume to the grain dealer.

Our business has the fine advantage of not becoming obsolete. Unlike the livery stable, it will not pass from the picture of community life, but like every other permanent business "the old elevator" is deserving of the care that will preserve its identity and keep it abreast of the times. If you have displayed the foresight to select a business not fraught with the whimsical tastes of fashion and the foibles of man; if your business has the permanency that time or history tells us it possesses; if it is indispensable in agricultural community life, there is reflected upon each of us a duty, a community service.

It behooves each of us to display a revived interest in all civic life. We should not disregard the soul of our community, but we should strive in conscious participation of its life. Accept your membership in all community organizations not as a passenger but as a contributor. Then your business, built upon a background of service, supported by a community confidence that has been nurtured in the cradle of sterling character, will shine as a beacon light in the maelstrom of business competition, and will be the lighthouse that guides the good ship of happiness and success into your harbor.

SECY SMILEY made his annual report, saying:

## Sec'y Smiley's Report.

Thirty years ago I made my first trip to Dodge City in the interest of the Kansas Grain Dealers Ass'n. I wandered in, finding out after my arrival that grain dealers were unknown in this part of Kansas. From Kinsley west to Dodge City was one unbroken plain dotted with settlers' modest homes, or an occasional soddy in a dilapidated condition. The only hotel in town was located south of the tracks near the building then occupied by the government land office. Front street, facing the Santa Fe tracks, was the principal street of the town. Dodge City was still known as cow country and Boot Hill as the principal point of interest. The country surrounding was a cow man's paradise. The settlers of the eighties had given up the struggle to make it an agricultural country and had allowed most of their claims to be taken over by the mortgage companies.

The great change that has taken place in this brief thirty years is almost unbelievable. You now have a modern city of 10,000 people, with a modern hotel, a large merchant mill, modern elevators, three banks, beautiful new court house and several wholesale houses distributing to the great Southwest. Wheat production is rapidly moving westward and Dodge will no doubt soon be the center.

**No Profit in Handling 1927 Wheat:** Largely on account of climatic conditions during and following the harvesting of the 1927 wheat crop, which were very similar to the 1915 crop, comparatively few country grain dealers have made any money in our state. The absence of protein in the 1927 crop created a demand for high protein wheat, forcing premiums as high as 40c per bushel over ordinary wheat. Interior mills and mills located at Kansas City operating country elevators paid prices direct to the producer for full market value, at terminals, less freight, and the country grain dealer who attempted to meet this competition actually lost money.

Other factors entered into the handling of the crop, such as rigid inspections and heavy dis-

count for off-grade wheat. We can cite many instances of shipments from the same community, in fact from the same town on the same day, arriving at the terminal market and sold the day of arrival with a difference in price of from 10 to 15 cents per bushel. As the general appearance and test weight of this wheat was the same it was a hard matter to convince country shippers that they got a square deal on many of their shipments, but as the protein content was the controlling factor in determining the price, and they were furnished a certificate showing the protein content, they were compelled to accept the price. The past crop year demonstrated beyond a doubt that climatic conditions and time of seeding are prime factors in developing protein content. As long as protein in wheat remains the dominating factor in determining values, buying wheat from the producer will continue to be a gamble.

**Lack of Uniformity in Determining Protein Content:** Many shippers advise me they have taken samples from different loads of wheat and forwarded in an air tight container to chemists for analysis and purchased on basis of protein content as reported by the chemist and upon arrival of the grain at the terminal market the analysis showed much lower protein content than shown from the sample submitted.

**Official Grain Standards:** The official grain standards as adopted by the U. S. Dept. of Agri. and administered by the Bureau of Markets, in our opinion, are entirely too technical and should either be amended or repealed. Since the adoption of these standards by the government, the department in charge of the enforcement has shown a disposition to ignore all complaints from every source.

The technical application of the federal grain grading system has cost the farmers and grain dealers of this state millions of dollars. Ever since 1922 there has been a growing discontent among the farmers and grain dealers, not only of Kansas, but the entire grain producing territory, relative to the present system. Most of the troubles of grain inspectors during the past year, and at the present time, have been the result of lack of uniformity on personal judgment factors. There is no question but it is because of the rigid interpretation of the men in charge of field headquarters and the Board of Review in Chicago.

The enactment of the Grain Standards Act in 1916 was fathered by the farmers of the spring wheat country, inasmuch as they were convinced by propaganda put out from Washington that if the proposed bill were enacted into law it would increase the value of the farmer's product and that a certificate issued by a licensed inspector would pass as full value at any market in the United States. These same farmers are now asking for the repeal of the act and a return to the old grading system.

We believe the present system impractical, and that under it no uniformity of grades is possible. An eighty capacity car will hold approximately one and one quarter billion kernels of wheat. The sampler takes from one thousand to twelve hundred grams from each car and delivers to the inspector's office. This sample is run through a divider and about fifty to seventy-five grams are weighed out upon a delicate scale from which an actual count is made by the inspector in charge to determine the damaged kernels. Under the grade requirements, No. 2 wheat will only permit of .02% heat damage. Two kernels of alleged heat damaged wheat found in fifty grams under the grade requirements will throw sixty-pound wheat, in all other respects No. 1 wheat, into the 3 grade. I never have been convinced that this small per cent of heat damaged wheat can be detected in the manufactured product, and until the Grain Standards Act became a law, millers and bakers purchased wheat containing as much as 1 per cent of this class of wheat without protest. Under the grade requirements No. 2 wheat will permit of only 4 per cent damaged.

What are damaged kernels? The germ end of a kernel of wheat that a grasshopper has stepped upon, or a cricket has nibbled, is now classified as damaged. We insist that it is impossible for any inspector to determine with even a reasonable degree of accuracy by the present system of inspection, whether samples of grain that are graded down on account of damage are actually damaged. Doubtless many of you have heard the statement made by officials of the Kansas inspection department that the contents of the car are given the benefit of the doubt and what is known as a line car is seldom given the benefit of the doubt. I also used to accept this as a statement of fact, but not since the Bureau of Markets and the Board of Review have taken over the inspection of grain. I want every one present here today to know that all deputy grain inspectors in the United States must have a federal license issued by the U. S. Secretary of Agriculture, and I want you to know that the Secretary of Agriculture can cancel and take away this license without even consulting a chief grain inspector or warehouse commissioner. This being the case, these government licensed inspectors holding their present position by grace of the Secretary of Agriculture are not going to take any chance of losing their licenses, but are going to grade the contents of every car



strictly upon the interpretations made by the field headquarters men or the Board of Review of Chicago. It is my personal opinion that as long as the U. S. Department of Agriculture has charge of inspection we cannot hope for improved conditions. Why not use our influence for repeal of the government official standards and go back to the old and better system? Grain was then graded by judgment and not by the machine-like rules now in force.

**Sight Drafts Treated As Cash Items Rather Than Deposits by Banks:** In this area of bank failures, both state and national, it behooves all grain dealers to take such precaution as will fully protect them in the collection of sight drafts with S/O B/L attached. A decision obtained by the Kansas Flour Mills Corp. in a court case against the Oklahoma Bank Commissioner establishes a precedent worthy of note by grain dealers and millers. It established the legality of having drafts treated as cash items rather than as deposits in the event of a bank failing while holding them. The Supreme Court of Oklahoma rendered the verdict which made a preferred claim of a draft because the milling company had taken the precaution to rubber stamp the item as follows:

"This draft is a cash item and is not to be transacted as a deposit. The funds obtained through the collection are to be accounted for to us and not to be commingled with the other funds of the collecting bank."

A rubber stamp of this kind would probably cost you 50c and might be the means of saving you several hundred dollars.

A bill is now pending in the House of Representatives at Washington, known as H. R. 13153, which is designed to protect owners and holders of drafts with B/L attached and other instruments sent through the banks for collection, which should have the support of each grain dealer and miller in the country. The proposed bill will only affect national banks, but if enacted into law it should be a comparatively easy matter to convince the members of our state legislature of the necessity for such a measure to govern state banks.

**Landlord's Lien:** I assume you are aware that a landlord owning farm real estate in Kansas can recover from a purchaser for the full value of crops sold from farm where the landlord covenants with his tenant (verbal or written) that no part of the crop raised on the farm can be disposed of without the consent of such landlord. The holder of a mortgage, either real estate or chattel, in order to protect his interest, must place same on record with the register of deeds in the county where the property is located. Many innocent purchasers have paid dearly for the failure of the Kansas legislature to enact a law making it mandatory on the part of the Kansas landlord to make written contracts with tenants, same to be placed on file with the register of deeds in the county in which land is located. We had a bill drawn and introduced in the last session of the legislature that would give this protection to innocent purchasers, and said bill was recommended for passage by the committee to which it was referred, but was killed on the floor of the house. Too many landlord members of the house! The bill will be reintroduced at the next session and if every member of the Ass'n will do his duty and get back of it, it will become a law.

**Group Meetings:** Last spring we called and attended 39 meetings. Most of these meetings were well attended and without exception it was decided to continue same. Local conditions are considered and as a result local conditions are improved.

We will hold group meetings at the following points commencing early in June: Emporia, Salina, McPherson, Great Bend, Wichita, Pratt, Anthony, Liberal, Goodland, Norton, Phillipsburg, Lyons, Clay Center, Hiawatha and Hebron and Beatrice, Neb. An invitation will be extended to every grain dealer, whether a member of the Ass'n or not.

**Overloading Cars:** The rail carriers are now demanding that all grain cars be loaded to their full carrying capacity. While I am sure that every grain dealer will be glad to co-operate to prevent car shortage, the country elevator operator must not lose sight of the fact that if he loads many of these box cars to their full carrying capacity there is not sufficient space left between the level of the grain in the car and the roof to permit of taking a sample, as no grain sampler is expected to take a sample from a car unless there is at least 24 inches between the level of the grain in the car and the roof. When a sampler finds a car too full for sampling he takes a door sample and makes the notation on his report, "too full for proper sampling." The contents of the car are sold subject to inspection upon arrival at the elevator where ordered.

Can you afford to assume the additional risk in order to favor the carriers? We wish to warn elevator operators against placing temporary grain doors in the opening opposite the side of the car from which the loading is done. The sampler is just as likely to open the outer door on the side of the car that is boarded to the roof, and in order to enter the car he must remove the top section, which we have reason to believe they do not replace, as many cars

reaching the industries to which ordered for unloading, find and report grain leaking over the grain door.

**Some Accomplishments During the Past Five Years:** Amending public warehouse law. Eliminating reconsignment and demurrage charge day of inspection, thus saving the shipper \$4.25 per car. Helping to defeat the attempt of the Grain Marketing Company to unload old elevators in Chicago by selling stock in said company. Divorcing the Kansas Inspection Department from politics. Securing enactment of law giving the Public Utilities Commission authority to determine value of railroad right of way reducing cost of rentals. Defeating attempt of promoters to force compulsory sale inspection of all weighing devices under the jurisdiction of the State Board of Agriculture. Delayed reinspection on grain at Kansas City. Every grain dealer and producer is deriving direct benefit through these accomplishments.

**Your Organization:** I wish that I could impress upon every member that he is a link in the chain that composes this organization, and that no chain is stronger than its weakest link. The success of every organization depends upon the support and loyalty of its members.

SEC'Y SMILEY read the annual financial report:

#### Financial Statement for the Year 1927.

<b>Receipts:</b>	
Balance Jan. 1, 1927.....	\$ 2,690.53
Membership fees and dues.....	\$6,711.75
Less exchange .....	1.65
Directories .....	29.00
Advertising .....	805.00
	<hr/>
	\$10,234.63
<b>Disbursements:</b>	
Rent .....	\$ 420.00
Sight drafts returned.....	65.00
Supplies .....	98.01
Postage .....	229.00
Telephone .....	87.48
Printing .....	455.90
Expense last annual meeting.....	45.50
Taxes .....	6.78
National dues .....	300.00
Secretary's traveling expense.....	577.09
Salary account .....	6,200.00
	<hr/>
	\$ 8,484.76
Balance Jan. 1, 1928.....	1,749.87
	<hr/>
	\$10,234.63

The following com'tees were appointed:

**RESOLUTIONS:** F. A. Derby, Topeka, chairman; Claude M. Cave, Sublette; George R. Gould, Bucklin; Roy Cox, Moran.

**AUDITING:** W. W. Lam, Moran, chairman; C. L. Parker, Topeka; E. L. Brown, Chester, Nebr.

**CHARLES QUINN**, sec'y Grain Dealers National Ass'n, discussed forecasting by the Department of Agriculture.

#### Forecasting by the Government.

Forecasting is not the business of the government. Governments were designed and instituted for the sole purpose of protecting life and property. Forecasting does not fall in this classification.

Forecasting was not complained of so long as it was for the higher prices, but when lower prices were indicated, particularly on cotton, a big howl started in the South and all the Southern senators and congressmen hot-footed it over to the Department of Agriculture and wailed about this phase of its activities.

Forecasting is on a par with the Caraway bill, the Frasier bill, the Capper bill and various others, all seeking to obtain more power thru the extension of bureaucracies.

Bureaucracy is like a tree. It starts from a single root and constantly extends itself with one branch after another until it is a big thing. A cancer works in the same way.

**Senator Caraway** of Arkansas put his bill thru the Senate without even a hearing. It was done principally for psychological reasons, with the intention of influencing votes at home. The bill is designed to confine future trading to parties who have the actual grain, thus eliminating short selling and so-called gambling speculation.

The Capper bill is equally insidious. One paragraph of the latter provides that no grain exchange could change its rules or regulations without first exhibiting the proposed change and asking the Department of Agriculture for permission to effect it. Another paragraph in the same bill would seek to regulate private credit by compelling private wire offices to give each man the same amount of credit. You can imagine the result. One man may be good for large sums, another may not. But the bill would give the government more power.

**The McNary-Haugen bill:** In my judgment from the evidence at this time the bill will be passed with few changes and sent to the President, where it will be vetoed.

Not long ago I was in Washington and I approached one of the farm leaders. I asked him why are all these hearings going on in regard to the McNary-Haugen bill? There is nothing new about it. All the things that can be said are simply a re-hash of the things that have been said before. What will be the outcome?

He answered that the House would pass the bill, then it would go to the President and would be vetoed. The substitutes, like the debenture plan and others, would not have a chance.

I asked him why all the political by-play. He answered that Congressmen have jobs. There are others who would like to have those jobs. The congressmen must have something to talk about when they approach their constituencies, some effort to point to in proof of their work in behalf of their voters.

Out of the constant agitation, however, has come some good. The atmosphere has largely cleared and the farmers have come to realize the elevators were not robbing them. Even the leaders of the pooling movement have come to admit that grain cannot be physically handled any cheaper than it is now. They are now seeking to raise the basic level of prices by disposing of the surplus and raising the domestic price to the tariff level.

**Pool sales** are not a big success in a national way. Every effort is being made to extend them internationally. If they are to be effective they must control the world crop. Pool sales in the world market go in competition with private grain. So long as there is no shortage the consumer has the balance of power.

The principal difficulty of the farmer as I see it is overproduction. When the southeast was supplying cotton and getting a good price for it, Texas and Oklahoma started, turning millions of acres to growing this crop. Cotton prices went down. Lands are constantly being developed and turned to growing wheat. Even the development of citrus fruit lands is causing overproduction in that line and the wails are commencing.

**Mr. Quinn** then referred to the Strong bill now in the legislature to protect shippers from suffering by application of proceeds from their drafts to bank assets and losses from banks going broke while these funds were in their possession. He believed that if the grain men would all get behind this bill it could be passed, and read a resolution drafted to this purpose.

**PROF. R. M. GREEN** of the Kansas Agricultural College, Manhattan, discussed the effects of the growing mill industry in the Southwest on Kansas wheat prices. His interesting address is given elsewhere in this number.

Adjourned to 7:30 p. m.

#### Tuesday Evening Session.

The second session was devoted to an address by Clyde M. Reed, publisher *Parsons Daily Sun*, regarding freight rates and the farm situation. He said:

#### Freight Rates and Farm Relief.

Raising of wheat is the most important single item in the big business of Kansas. The money received for the wheat crop exceeds that from any other source. Kansas is the great wheat growing state of the nation, and its average production for the last ten years has exceeded 125,000,000 bushels. The amount of wheat produced could be greatly increased if some existing handicaps could be removed. The western half of Kansas produces the best wheat in the world and can produce wheat more surely than any other crop. The acreage devoted to the crop could be substantially increased if the probability of a profitable price to the producer could be increased.

Wheat raising is a business just the same as mining coal or manufacturing steel or sawing down trees and making lumber. There are certain basic principles that apply. One is that production costs, including transportation charges, must be such that a producer or manufacturer can meet his competitor in the market where both dispose of all or a part of their product.

Wheat is a world staple, with prices influenced by the world market. Of the principal wheat raising sections of the North American continent that in Kansas, including northern Oklahoma, is most favorably situated with regard to accessibility to ocean transportation to the world market, but the advantage given by nature has been taken away by gross discrimination in the adjustment and imposition of railroad freight charges.

The United States raises something like 800,000,000 bus. of wheat annually. It consumes something less than 600,000,000 bus., including seed for next year's crop. The balance must go into the world market, where it meets wheat from Canada, our principal competitor, Argentina and Australia. Of the influence of price



received for that portion of the crop exported, upon the whole crop, I quote Herbert Hoover, Secretary of Commerce, who recently said:

"I believe that there is general agreement that the cost of transportation is a deduction from the price the farmer receives at the world's markets, and besides that, the price at which he realizes his surplus in foreign and seaboard markets makes the price of his whole product at home, so that the effect of increased transportation rates to these markets is far greater than the bare amount as applied to export alone."

**The Kansas situation.** Canada is our principal competitor in the world market. There are four primary or price basing markets on the North American continent, Chicago, Minneapolis, Kansas City and Winnipeg. The Kansas City market quotations determines the price paid to the farmer by the country grain dealer and miller in Kansas. There is a tariff of 42 cents a bu. on wheat from Canada into this country, which becomes funny when one considers that every day this crop year Winnipeg has been actually higher on contract grades of wheat than Kansas City, which determines the Kansas wheat grower's price. At times Winnipeg has been as much as 12 cents a bushel above Kansas City. The tariff therefore becomes a farce. Why this condition?

**Freight rates:** Canadian wheat is produced in the prairie provinces of Manitoba, Saskatchewan and Alberta. The average distance from the wheat growing section to the north side of Lake Superior is six hundred to eight hundred miles. That is also the distance from the Kansas wheat fields to Chicago, our nearest lake port.

These freight rates are representative: Tanton, Sask., to Ft. William, Ont., 666 miles, 18 cents per 100 lbs.

Hutchinson, Kans., to Chicago, Ill., 668 miles, 36.5 cents per 100 lbs.

These rates are, respectively, 10.6 and 21.7 cents per bushel. The Kansas rate is a trifle more than double the Canadian rate.

But let us assume that the Kansas farmer moves his wheat to the Gulf of Mexico instead of the Great Lakes. These are typical rates per 100 lbs.

From Theodora, Sask., to Ft. William, Ont., 725 miles, 20 cents.

From Wichita, Kans., to Galveston, Tex., 700 miles, 44 cents.

The Kansas rate is 220 per cent of the Canadian rate for the same distance and same service.

Now assume that both the Canadian farmer and the Kansas farmer move their surplus—all railroad—to Atlantic ports. These rates per 100 lbs. would apply:

From Regina, Sask., to Quebec, 1,728 miles, 38.34 cts.

From Dodge City, Kans., to Baltimore, 1,532 miles, 59 cts.

The handicap of the Kansas farmer in the world wheat market now becomes apparent as compared with his principal competitor. The figures given are the actual published going rates currently charged by the railroads of the United States and Canada, and are typical of the whole grain rate structure.

It may be urged that railroads are taxed differently and regulated in a somewhat different manner in this country and Canada. Be that as it may, it is no justification for such a gross discrimination against the Kansas wheat farmer. That discrimination, which also applies to mill products, should be removed without delay.

Two factors always to be considered in making freight rates are:

- a—Reasonableness of rates in themselves.
  - b—Relative reasonableness.
- This is a question of relative reasonableness,

or discrimination. The recent quarrel between the great coal interests of Pennsylvania and Ohio on the one hand and West Virginia and Kentucky on the other with regard to relatively reasonable freight rates upon their coal, got nationwide attention, tore the United States Senate into factions and overturned the Interstate Commerce Commission. Both sides claimed that it was a matter of life and death with their great industry. And yet the margin of difference over which they were quarrelling was only a fraction of what the Kansas farmer bears in getting his wheat to the world market.

If the Pennsylvania coal or steel interests were asked to bear a fraction of the discriminatory burden that Kansas bears, there would be a roar from the Delaware River to the Allegheny River that would scare Washington to death. Congress would hasten to act in behalf of the sacred vested interests that run this country, and would lower the freight rates or raise the tariff, or do anything else demanded of it, and then inquire what else it could do to please the great of the land.

But it is the wheat grower out west of the Missouri River that bears this burden, and his voice does not reach the District of Columbia, at least loud enough to get any attention. Since last December there has been a resolution resting in the Senate com'te on Interstate Commerce, directed at this discrimination, but the Senator Capper, who introduced it, has not been able to get even a hearing, much less action.

**Freight rates** in general during the last ten years have increased about fifty per cent, including rates upon grain. But the export grain rates from Kansas to the Gulf of Mexico, have been increased ninety-one per cent, and stand at that figure above the old rates. The export rate from Wichita that is now forty-four cents a hundred pounds, was basically twenty-three cents.

How does Kansas expect profitably to expand her wheat production, or Wichita or Hutchinson expect to become grain markets, when such discriminations exist? This discrimination costs the State of Kansas between \$7,000,000 and \$10,000,000 a year. It is an outrage not to be tamely borne, and Kansas should put forth every possible effort to secure justice for its wheat farmers. It ought to be ashamed to rest under such outrageous discriminations.

Adjourned to 9:30 a. m., Wednesday.

## Wednesday Morning Session.

The third session opened in the Ballroom of the Lora-Locke hotel Wednesday morning with Pres. Rhodes in the chair.

T. B. ARMSTRONG, Asst. Chief Grain Inspector for the Kansas Dept., addressed the delegates on the value and workability of protein analysis. His address is published elsewhere in this number.

It was moved that the President be instructed to appoint a com'te of those grain men to confer and work with a com'te of millers in an effort to eliminate the practice of bidding sharply on narrow protein margins disregarding the accepted tolerance between laboratory tests. Carried.

R. D. JARBOE, Federal Supervisor at Wichita, was called upon to describe the relationship of protein and gluten. He stated that generally multiplying the protein percentage by 3.7 would give the dry gluten content, tho it does not necessarily indicate the quality of gluten. Gluten content is important to bakers, since it enables bakers to get greater

volume of bread from the flour. High gluten gives greater expansion.

Time of harvest has nothing to do with the amount of protein. The last part of the wheat berry to form is the starch. The protein is there almost from the start. Moisture is another factor. If grain is dry and shriveled the protein content will be higher than if the reverse is true.

E. L. BROWN from Chester, Neb., wanted to know if there is any means whereby the country shipper with the facilities he has at hand, principally his sight, taste and touch, could reasonably estimate the amount of protein in wheat.

MR. JARBOE said the general appearance of grain will show an apparent comparative difference between high and low protein content, but there is no known means of determining accurately without chemical test. The best that a dealer can do is make a wild guess, and this is bad practice since it often leads to loss.

V. E. BUTLER, Grain Dealers Nat'l Mutual Fire Insurance Co., Indianapolis, addressed the delegates on "What is Wrong with the Grain Business?" His address is published elsewhere in this number.

C. B. RADER, sec'y of Wichita Board of Trade, boosted Wichita and extended an invitation to the Ass'n to hold its 1929 convention in that city. A motion was made and carried to instruct the Directors to select Wichita for the next convention point.

**OFFICERS ELECTED:** H. B. Wheaton, Hugoton, pres.; J. H. Voss, Downs, vice-pres.; E. J. Smiley, Topeka, sec'y-treas. Director Fourth District, Claude M. Cave, Sublette; Second District, Roy McMillan, Downs; Nebraska District, E. L. Brown, Chester.

Report of Auditing Com'te was accepted as read.

Adjourned to 1:30 o'clock p. m.

## Wednesday Afternoon Session.

The fourth session opened in the Ballroom of the Lora-Locke hotel at 2 o'clock Wednesday. It had been planned to hold this session out in the park where a greater crowd might gather to hear the pro and con discussion of the McNary-Haugen bill. But the clouds gathered above Dodge City and started again to weep, emphasizing the necessity of rain-coats and rubber boots. Everyone preferred to crowd the ballroom.

Claude M. Cave, Sublette, Director from the 4th District, told of the need for raising the Ass'n dues from \$13 to \$15 per annum, and suggested that members operating more than two houses should pay 50 cents a year more for each additional house. Placed in the form of an amendment to the Ass'n Constitution by Mr. Cave, it was seconded and adopted.

The following resolutions were read and unanimously adopted:

## Resolutions Adopted.

The 32nd mile-stone of the Kansas Grain Dealers' Ass'n has been reached. The journey has not been one of ease and tranquility, but rather a course presenting many difficulties and taxing to the utmost our ability to make progress. We are pioneers, blazing the trail through a period of constantly changing conditions with which this era seems to be fraught. The greatest help to human progress is reward, commonly known as profit, which must enter into every avenue of human effort if growth and advancement are to continue. Let not our aims and efforts be misunderstood.

## Freight Rates.

WHEREAS, there is discussion of freight rates as they affect agriculture, and

WHEREAS, this Ass'n favors anything which will benefit the farmers of Kansas without injustice to others, therefore be it

RESOLVED, that the efforts of the members of this Ass'n be directed toward reductions of freight rates on agricultural products and agricultural supplies in so far as is consistent with good railroad service.

## Farm Relief.

Realizing that agriculture is the foundation of our Government and feeling it to be our duty to co-operate and support the farmer, especially in Kansas, be it



Some Kansas Ass'n Officers 1928-29.

Left to right: E. J. Smiley, Sec'y, Topeka; Willis Pereau, Ex. Pres., Dodge City; H. R. Rhodes, Ex. Pres., Colony; H. B. Wheaton, Pres., Hugoton; J. H. Voss, Vice Pres., Downs, Kan.



RESOLVED, that we urge every local dealer to extend to the farmers of his community every facility, in bringing to him the assistance and various benefits which may be at his command. We feel it is the duty of the Government to enact every helpful law that will give the farmer opportunity to establish his income on a basis commensurate with that of other industry, and enable him to undertake his operations with definite assurance that his products shall return to him a fair profit on his investment and his labor. Whatever legislation is adopted, however, must be based on economic truth. This organization, dependent as its members are, upon the progress of the farmer, should in every possible manner, lend its aid in so shaping the future of the producers activities as to give him his full share in the Nation's prosperity. Be it therefore

RESOLVED, that this Ass'n and its members, extend to the farmers of Kansas every assistance at their command, assuring them that we are interested in their problems as well as our own.

#### Strong Bill—13153.

WHEREAS, there is now pending in the House of Representatives at Washington, D. C., a certain bill No. H. R. 13153, which is designed to protect the owners and holders of drafts with Bills-of-Lading attached, and other instruments sent through the banks for collection only, in the event of the failure of the collecting bank before remittances have been fully made for such collections, and is of vital importance and will greatly tend to stabilize the business necessarily conducted through the National Banks of the country, therefore, be it

RESOLVED, by the Kansas Grain Dealers Ass'n, in convention assembled at Dodge City, Kan., that we urge the Senators and Representatives in Congress from the state of Kansas to support said Bill and insist upon its passage at the earliest possible moment. Be it further

RESOLVED, that the Sec'y of this Ass'n be directed to send a copy of this resolution to each of the members of Congress from the State of Kansas, and the chairman of the banking committees of the Senate and of the House of Representatives.

F. H. Stapleton, an auditor from Topeka, discussed bookkeeping and bookkeeping methods, suggesting that many elevators so lack system in their records that they are unable to make out a proper profit and loss statement to tell them where they stand and enable them to intelligently direct their business activities, and make out their income tax statements. He believed it possible to organize a state-wide auditing service for grain dealers, with two departments, one to do bookkeeping and prepare monthly reports for elevators where the business does not warrant keeping a full time bookkeeper; the other to install uniform systems, make periodic audits, prepare income tax statements and other reports. Those taking advantage of such service would be placed in position to have detailed analyzed records from which to mark their course, and this information alone would more than pay the costs of the service.

#### Debate on McNary-Haugen Bill.

An interesting debate on the McNary-Haugen bill, which drew the attendance of many of the farmers and business men of the Dodge City territory, consumed the remainder of the last session. The debate was opened with a short talk by Guy D. Josseland, one of the local farmers, favoring the measure. He was followed by C. C. Isely of Dodge City, opposed, and Ralph Snyder, Pres., Kansas State Farm Bureau, favoring. A brief resume of the arguments of each follows:

C. C. ISELY, on the opposing side:

#### McNARY-HAUGEN BILL—NEGATIVE.

Everybody, who thinks, recognizes the unfair disparity between agriculture and many other industries.

Every thoughtful and honest man in Kansas will gladly do everything possible to give the farmer equality with industry.

The McNary-Haugen Bill promises to do just that. The entire country is so anxious to do something for agriculture that discussion of the merits of the measure have been discounted by the cry: "You aren't against the farmers are you?" As a result not one person in ten thousand has read the bill, and dozens of intelligent farmers say they don't know what it is all about and have asked for this discussion.

The proponents of the measure say that the McNary Bill, especially the equalization

fee will do for agriculture what the protective tariff does for industry. Put the farmer on an American market for what he has to sell. To get rid of his wheat surplus it is proposed to collect this equalization fee, 10 or 15 cents a bushel, and use the money thus collected to dump the wheat surplus abroad and sell the rest at a high American price under the shadow of a tariff wall. Even if it worked as nicely, as simply as thus indicated it would be a long way from acting like a tariff.

Does any tariff require the beneficiary to pay a 15 per cent fee? Kansas grows the best wheat in the world, largely for domestic consumption, and already gets a tariff benefit without paying the fee. Kansas wheat growers are asked to pay this 10 or 15 cent fee, and the money thus collected will be paid to any exporter to help him sell, at a cut price, the surplus low grade export wheat. Good Kansas high protein wheat is to be taxed to help Montana and North Dakota dump their 90 millions of durum. The good wheat everywhere will be penalized to help export the low grade, sprouted, smutty export article. This is only the beginning. An elaborate expensive machine is to be set up to collect this fee. If necessary the grain men are to be paid to collect this tax and keep strict books on it, subject to an army of inspectors. The cost of administering this will cost more than the present profit of distributing grain.

Orderly marketing is supposed to result, but since no millers would buy for future needs and every farmer would want to sell at once, while the government fixed price was effective, we would have disorderly marketing with congestion and car shortage and wider buying margins and then this political board would desperately try to dump abroad, good, bad, and indifferent wheat at a bargain, and the foreigners would rub their hands in glee at the prospect; the world price would be lowered and our own artificial price would react and the farmers who had failed to read the bill would be loading up their shotguns for those Congressmen and Senators who had sold them out with this blundering bill. That nice sounding term, "orderly marketing," would be disorderly marketing of the worst kind.

If the bill really worked as claimed and we should have high prices, say \$1.50 wheat, we would then have more overproduction, more surplus, and be worse off than ever. The farmers of America, who consume half of the wheat in the way of flour, seed, and mill feed, would lose half the profit in the higher prices they paid for their own consumption, plus the fee, plus expensive, extravagant governmental management of their business, plus cost of collecting the fee.

The bill also has a loan feature. You farmers are to be loaned money at 4 per cent on your crop after it is turned over to your government-created farm associations and they are to hire someone who is supposed to be smart enough to gamble on the price of your wheat, cattle, hogs, and cotton. That is all there is to the loan feature. Most people lose money speculating with their own money. Who on earth is smart enough to speculate with someone else's money? Farmers elevators who permit their managers to speculate usually go broke.

Everyone should get a copy of the bill and read it. You will all be like Coolidge, you won't know all about it if you read it three or four times. Do you think it is safe to pass a bill turning over all your business to a government board who are to have power to use the government money to build elevators, mills, cotton gins and packing houses, when the measure giving them this power and this vast pile of money is so vague that no one, even the President, really knows what it is all about. Every farm organization, with a particular hobby, has a provision in the bill to permit their particular scheme to work, after a fashion.

Representatives of the Farm Bureau and Farmers Union of seven states, meeting in Iowa last week, discovered that there was a 2 million dollar slush fund in the bill permitting certain defunct farm organizations to use this fund to get new members and the Bureau and Union officials wired Capper and Haugen to see to it that this feature was cut out. They said it was designed to help out the Wheat pools. This illustrates the dangers lurking in this bill which, in short, embodies the principles of the Non-Partisan League and proposes to try them out now on a national scale.

The farmers are entitled to every kind of favorable legislation that will actually help them. Congress gave the Silver Mine owners an outright gift of 300 million dollars a few years ago. It is talking of giving Los Angeles a 120 million dollar electric power plant in Boulder Dam and the McNary-Haugenites in Congress are voting with these California fellows and expect to increase the surplus farm products with the water of this dam.

If Congress really wants to give the farmers something, why not be honest and give a 10 cent export bounty on wheat. That would only cost 20 million dollars a year and wouldn't cost a cent to administer. They have done a lot worse than that before. Let us remember, before we go into government control of all farming operations, the muddle the govern-

ment made in managing the railroads. Let us take a look at Muscle Shoals, which they are still trying to run. Let us look at the botch the government has made in shipping business. Then when we think of the tariff, remember the most prosperous business in this country, the auto industry, operates without a tariff. Remember the worst off big business is the textile industry, the manufacturers of woollens and cottons, and they have the highest tariffs of anyone. The government has done everything it could for the coal industry and the miner. Prices are high and out of reason; wages are the highest of any industry. Yet not a coal operator is making any money and every coal miner is dissatisfied and are on the strike somewhere all the time. They tried to lift their industry by the boot straps, like the McNary Bill proposes to do to farmers and failed miserably.

The bill is supposed to stabilize prices. Nothing disrupts stability of markets so much as uncertainty. This bill is all uncertainty. It is probably unconstitutional. If the probable unconstitutional features were brought into court the whole proposition would be up in the air for years, causing instability and lower prices on account of uncertainty. Even after the machinery was set in motion the various boards could do so many things that every miller and exporter would be up in the air, wondering what to expect next, with demoralization in prices. The Farmers Commission Company, in Hutchinson, handling 55 million dollars worth of grain for ten years, and competing with everybody else, has operated at a profit of three-tenths per cent profit; 4,000 farmers' elevators over the country likewise operate at low cost. The independent grain operators compete with these boys and, among them, are highly competitive. No article of commerce is handled at so infinitesimal a cost. Do farmers want to destroy this marketing machine and your own, which you have created and operated without government help, for this machine to be operated by politicians? That is what Russia has done, and they still raise a lot of wheat, but they don't compete with U. S. farmers.

Don't let Congress ever pour this poison dose down your throats. If you have any thought that Coolidge will get weak-kneed at the last minute, wire him to stand fast and thank the good Lord that you have a president with a spinal column strong enough to still be your friend, and still stand by you in spite of the work of a lot of cowardly politicians who think they can fool most of the people all the time.

RALPH SNYDER, favoring the bill, said:

#### McNARY-HAUGEN BILL—AFFIRMATIVE

The question of so-called farm relief legislation in the beginning centered quite largely around the point of whether or not there really was a farm problem. Time seems to have effectively settled that question, altho there still seem to be some who contend the agricultural depression since 1920, which has caused a loss to agriculture of some twenty billion dollars is merely a temporary flurry, which time and "natural laws" will eventually cure.

There are optimistic souls even yet who contend that the farmer of today is better off than at any time in the past, and point to his home conveniences, his telephone, rural mail delivery, radio, automobile, silk hose, etc., as conclusive evidence of his prosperity. He forgets that prosperity is a relative term, and the only fair comparison is between living conditions of the farmer and the man engaged in other industries where similar capital, labor, and intelligent application to business is employed.

Former Governor Willis J. Bailey, who is now governor of the Tenth Federal Reserve District, recently said,

"Kansas hasn't had better prospects for a long time. It looks now like a 150-million-bushel wheat crop, and from the River to the Alleghenies there is no other wheat. Looks winter-killed. I tell you, Kansas doesn't need and won't be interested in Haugen-McNary bills with that prosperity assured. I have been thru them all—Greenbackism, Populism, all the isms, and Nature and the economic laws are the real friends of the Kansas farmers."

Can anyone imagine a more illogical argument than that in behalf of national prosperity?

#### The Cause of Farm Depression.

It will be remembered that the period from 1910 to 1920, was one of prosperity. From 1910 to 1914, conditions were fairly good. From 1914 to 1920, owing to war conditions, food prices kept pace very well with the prices of other commodities with the exception of wheat, in which case the minimum price fixed by the Federal Government became the maximum price through administrative influence.

Then in 1920, through the influence of the Federal Reserve Board, came the deflation which affected agriculture so much more than it did any other industry. And why? Because there had been growing up in this country for years a policy of protection that had been made applicable to every other industry except agriculture. By this I do not mean the protective tariff alone, altho that protection had for years enabled the manufacturer to sell his product



at a price fixed by the world price plus the tariff and transportation costs.

We have protected labor by means of the restricted immigration law, eliminating foreign labor from competing with our labor wages; the Adamson law fixing the conditions under which labor must work; and the Watson-Parker law, which compels a mediation of labor troubles, and the consumer pays the bill.

We have protected transportation companies by a practical guarantee of 5% per cent on their investment, and up to now allowed them to name the amount of that investment.

And the farmer has been left without any of this protection except on a few minor products. We are not opposed to these favors granted other groups. But we want that same financial stability for agriculture. We want to be able to enjoy the same standard of living as does high class labor. We want the same protection, as near as may be, for our product as the American manufacturer enjoys. That's the reason, and the only reason we are asking for the adoption of the McNary-Haugen bill.

The McNary-Haugen bill proposes to make the tariff effective for Agriculture, whether or not our production is above or below domestic demand. It is well known that the surplus over domestic consumption fixes the price on the whole product. This cannot be prevented except by control of that surplus. That's what the manufacturer does. He is enabled to do so first because he can control the output. The farmer cannot.

Second, in case he should have a surplus, as he sometimes does, he can dispose of that surplus in foreign markets at a world price and absorb the loss by an enhanced price for the domestic consumption. Or he can withhold it from the market until such time as a shortage can be created. The farmer cannot. The reasons are obvious. The elements have more influence over a farm production than does man. Insect and disease can be only partially controlled. Even acreage cannot be well controlled with six million small units operating in competition with each other. And lastly, the manufacturer always has one man or one corporation that is big enough to whip the independent operator into line when he presumes to violate his "gentleman's agreement" as to production or price. It is these disadvantages which we hope to overcome by means of legislation.

How law would work. I am going to ask you to assume that Mr. Isley, Mr. Smiley and Mr. Hartshorn and myself owned the 80,000,000 bushels of wheat which this country annually produces. Six hundred million bushels, or three-fourths of this wheat is consumed in this country. Two hundred million bushels, or one-fourth is annually shipped abroad. If we should market this wheat as it is now marketed it would all sell at the world price less transportation costs. Do you think we would do that? I don't. Mr. Isley is altogether too smart a man to allow anything like that to occur so long as we have a 42-cent tariff on wheat. What we would probably do would be to have me dispose of my 200,000,000 bushels abroad at the world price, say of \$1.00 per bushel. That would have these other men sitting pretty behind the tariff wall. Now if you think I would stand for that you are not giving me credit for what little business sense I really have. I would of course demand that these other men each pay me one-fourth of the difference between the domestic price and what I got in the world's market, or in this case 10 and a half cents per bushel. That would equalize the burden, and net us each \$1.31½ per bushel for our wheat. That 10½ cent would be the "equalization fee" that Poly Tinscher and some other statesmen have designated a "tax on production." I would like to have that kind of a "tax" on all my production. It's in effect what the manufacturer does when he finds himself with a surplus or where he works his factory only part time to prevent that surplus.

To make this effective with 2 million growers of wheat instead of four, we have provided for a Federal Farm Board of 12 men to be appointed by the President to carry out these provisions. We have provided for an advisory council of men representing each commodity. When this board with the advice of this council decides that the market price of a commodity is being unduly depressed by reason of a surplus they shall declare an operating period. They determine as nearly as may be the amount of this probable surplus and the amount of the equalization fee necessary to take care of it. This is assessed on each unit of the product which goes to market and is collected either at point of processing, exporting or in transportation.

It will be paid by these agencies into the equalization fund for that commodity, much the same as the gasoline tax is now paid into the county treasury, and the process and expense just about as simple.

The board then makes arrangement with the exporter, preferably a co-operative agency, to dispose of the surplus, just as he now disposes of it. He will, however, be guaranteed against loss because of the enhanced price due to the effective protective tariff. He would be subject to the same risk as he now is by the

fluctuation in world prices but would of necessity be protected or reimbursed to the amount of the difference between world prices and domestic prices. This would be paid out of the equalization fund for that commodity.

It has been contended that this same effect could be secured by co-operative ass'ns. The men who still contend that either haven't watched the progress of co-operative marketing work in the U. S., or aren't sincere. It has been tried.

One of the best examples I know is the Dark Tobacco Growers. In 1923 they secured a sign-up on contracts of more than three-fourths of their growers. They attempted to withhold from the market in order to raise the price and did. Those on the outside sold at the increased price. The members began jumping the fence like sheep. The final outcome was a cancellation of all contracts and the few loyal members held the sack. They paid the "equalization fee" because there was no way of forcing even the 75 per cent of the growers who were signed up to pay their share. The outsiders were the ones who profited. Now they, too, are suffering from a low price. The Secretary of this ass'n recently told me that they could reorganize almost over night, and would do so as soon as the McNary-Haugen bill with the equalization fee included was enacted into law.

There are other features of this measure of more or less importance, but I have dwelt on this one feature largely because it is the very heart and essence of it and because it is the one point of difference. The loan feature, in which co-operatives are offered loans to the amount of \$25,000,000 or more for financing themselves in organizing, building facilities and marketing, is practically agreed to by those who have bitterly opposed the measure from the start.

A BOMB-SHELL was thrown into the proceedings when one of the local farmers, opposing the bill, arose on his own initiative and started a long tirade against the measure. His remarks, however, became somewhat personal and unfair. Accordingly he was ruled off the floor and the debate continued as intended in the normal order of debates.

No judges had been provided, accordingly the arguments were left to be weighed by each present as he saw fit.

Adjourned *sine die*.

## Banquet.

The annual banquet was conducted in the basement of the Presbyterian Church at Dodge City, the evening of the second day. A tempting menu promising five courses of appetizingly prepared food, including chicken and ice-cream, was thoroughly fulfilled. After the inner man had been satisfied, George Gould, of Bucklin, official toastmaster, called for order and humorously introduced several entertaining singing, reading and speaking numbers.

A local quartet was called back for encores time after time.

J. C. DENIOUS of the *Dodge City Globe* gave a splendid extemporaneous talk on the future of Dodge City and the Southwest, with its ever growing wheat acreage and increasing agricultural trade.

Several selected readings, cleverly elocuted by Ormand Ferguson, were roundly applauded.

WILLIAM MURPHY, the Irish-Swede from Kansas City, told several clever stories, using the Swedish dialect, and finished with several stanzas of poetry, especially composed as a glowing tribute to Dodge City; its progress and its hospitality.

## Dodge City Notes.

COLORADO sent H. S. Tennant of Denver, and Fred Smith of Sterling.

NEW ORLEANS representatives were H. P. Daunoy, G. P. Gainnie and J. B. Sanford.

TEXAS representatives were O. J. Allen of El Paso, and H. F. Johnson, of Galveston.

TOPEKA representatives besides the sec'y were F. A. Derby, C. L. Parker, and Art McMahan.

E. L. Brown of Chester, and F. W. Dick of McCook, were Nebraska representatives present.

SALINA representatives included W. M. Hart, J. J. Owens, J. E. Liggett and M. M. Simpson.

LADIES in number attended and were royally entertained by local ladies, with shows, luncheons, teas, bridge games, and other items of entertainment.

Shannon Grain Co. distributed copies of its May crop bulletin, showing a map of Kansas with the acreage and condition percentage of each county therein.

OKLAHOMA sent C. T. James of Gage, S. E. Bouquet of Woodward, Frank O'Bannon of Claremore, Jesse Langford of Enid, and W. Teter of Woodward.

GOLF was attempted by Cort Addison and Fred Udel of Kansas City, L. H. Clough of Minneapolis, and Phil Clark of Hutchinson, but was a stand-off. Many others also indulged.

Heavy rains seriously damaged driving conditions. Trains, however, where readily available without long back-hauls, were crowded and the attendance ranged well over 250 in spite of the rain.

JACK LEAHY has built up a reputation for matching to see who pays for dinner. He drew the odd man's privilege for several dozen roast young chickens, and Jack says he thinks that has cured him.

Kenny Pierce of James E. Bennett & Co., and Geo. C. Bryant, were Chicago representatives present. Kenny was passing out pencils to everybody and anxiously seeking information on the Kansas crop.

Jack Hughes tried to inveigle everyone into singing with him by distributing Wallingford Bros. cigars. Eventually he worked up an oversize quartette with a medley of voices that resounded thru the lobby.

HUTCHINSON representatives were Jack Baker, C. H. Barhart, Joe Brada, Phil Clark, Roy Cunningham, H. H. Davis, A. B. Fleming, Dick Frazee, Bob Gates, A. V. Jones, E. A. Mowrey, F. G. Russell, and Ed. Whalen.

R. H. Pelkey and H. M. Riggs displayed a new type totally-enclosed self-ventilating Fairbanks-Morse motor, a working model of a Kewanee all-steel truck lift, and gave out literature covering their entire grain elevator supply line.

REGISTRATION was in charge of the Dodge City Chamber of Commerce and of the Grain Dealers National Mutual Fire Insurance Co., ably represented by V. E. Butler of Indianapolis, and F. S. Rexford and R. T. Blood of Wichita.

DENNY BISHOP of Kansas City found a perfectly good lady's umbrella in his golfbag. Such a predicament! If it's not his wife's umbrella, then Fourth of July fireworks will surely fall on him when he returns. What to do? What to do?

WICHITA representatives included A. F. Baker, J. S. Besser, E. F. Beyers, A. S. Clark, H. L. Chowning, B. M. Hilyard, A. W. Hunt, G. A. Johnson, Bill Kopp, Art Kelly, W. P. Little, F. T. Mercer, Bernard Megaffin, L. E. McLinden, W. E. Root, C. B. Rader, and C. L. Warren.

WICHITA delegates wore hat hands bearing the name of that market, boosting for the 1929 convention. C. B. Rader, sec'y, extended the official invitation during the first session the second day and the delegates passed a motion instructing their officers and directors to select Wichita for the convention point next year.

TOM ARMSTRONG and F. M. Fink of the Kansas State Inspection Department, had a difficult time arranging to be present and carrying out those arrangements. They took their wives along on what promised to be a pleasant tour thru Kansas wheat lands. Tom and his boss were compelled to revert to the customs of olden days, tho with ill concealed vexation, while enroute to Dodge City. While their wives sat inside, the two gentlemen pushed the car thru the heavy mud in typical gin-rickshaw fashion.



A. F. Koch, general agent of the Western Grain Dealers Mutual Fire Insurance Co., distributed boxes of matches for lighting the cigars and cigarettes given out by various commission firms.

**EXHIBITS:** An "Aero-Duster" for applying copper carbonate dust to seed wheat thru air pressure was exhibited by H. M. Simpson of Geo. C. Gordon Chemical Co. A grain weight testing scale was exhibited by F. L. Neu of Fairbanks-Morse Co.; C. C. Isley Lumber Co. displayed a Slater grain spout control for use in loading cars.

Even the sec'y arrived half a day late, tho he had apparently started in plenty of time. No one discredited his story about burning out a bearing and having to be pulled out of mudholes along the way some two or three times. Each admitted his courage in sticking to the task of getting to the convention point in the face of serious difficulties.

It had been planned that a caravan would leave Dodge City Thursday morning to look over the wheat fields south and west of Dodge City. Conveyances were to be furnished by the dealers of the city and tributary territory. A delightful luncheon spot had been selected down at Sublette for the noon-day repast. But it rained Wednesday night. Roads were again impassable Thursday morning.

**B. C. CHRISTOPHER & Co.**, official Dodge City Board of Trade wire representatives, furnished continuous market quotations, all cash sales, closing grain letter, and otherwise generally first class service thruout the entire convention, thru the untiring efforts of L. M. Ward, B. C. Christopher, Jr.; Bill Kopp and Clyde Truesdell. Many grain dealers visited the local office and complimented the firm on its bright and roomy new quarters.

**KANSAS CITY** representatives included Cort Addison, W. A. Atherton, George Bidwell, M. C. and F. D. Bruce, D. C. Bishop, E. E. Bryson, B. C. Christopher, Jr., of B. C. Christopher & Co.; F. H. Callen of Shannon Grain Co., Oscar Cook, George Douglas, F. C. Davis, and W. E. Grogman of Ernst-Davis Comm. Co.; C. W. Kerschen and C. E. Davis of A. C. Davis Grain Co.; Lee and Marion Fuller, H. C. Gamage, W. L. Goodman, E. H. Gregg, A. T. Ingman, Jack Hughes, W. M. Howe, L. M. Hicks, H. D. Harding, G. A. Johnson, of Wolcott & Lincoln; Art Kerchen, Jack Leahy, Ralph Lowe, Bob Murphy, Wm. Murphy, H. G. Miller, Mr. Mensendieck, Chas. H. Manning, B. J. O'Dowd, S. J. Owens, K. O. Pixlee, John Prebble, F. J. Rapp, C. C. Randall, Harry E. Rybolt, Harry Ragan, A. W. Stewart, S. H. Stahoski, C. G. Smith, O. A. Severance, Clyde Truesdell, H. M. Thompson, F. H. Udell, W. C. Van Horn, and E. F. Williams.

**AN EXCITING FEATURE** causing consternation to the fearful and some fright to those fraught with courage, was carried thru in the lobby of the hotel just before the gathered crowd started its pilgrimage to the church for the annual banquet. Dodge City has long been famed in the dime-novel accounts, as a frontier city where a man's life depended on his ability to pull a gun, and where each of them carried one on each side with the holsters tied at the bottom to facilitate speed on the draw. In the case at hand two roughly dressed individuals came into the hotel and went up to the desk where they engaged in conversation with the clerk. It seemed that they wanted rooms. But the hotel was full. The clerk told them so in as pleasant tones as he could muster, but couldn't seem to convince them. Suddenly one of them pulled a gun. The other was half a second behind him with another, facing the crowded lobby at their backs. Most of the guests involuntarily put up their hands. It was over in a moment, but many of the delegates are still wondering whether the gunmen suffered a change of heart on learning that all were poor grain men, or whether the play was staged for their benefit.

**Country shippers**, inland mill representatives and consignment solicitors from various points about the state included, Lee Bailey, Manter; E. B. Burris, Great Bend; Jim Barrett, Niles; O. Behmyer, Emporia; M. E. Boulware, Modoc; W. M. Black, Preston; D. W. Britte, Protection; L. D. Brandt, Douglass; A. L. Burroughs, Rockford, Neb.; H. Bealmear, Ensign; H. F. Bryant, Cullison; Stanley C. Benson, Gorham; Harry Cox, Elsmore; P. H. Castor, Elkhart; Claude M. Cave, Sublette; Wm. Czarnowsky, Herington; Roy W. Cox, Marion; L. A. Coons, Trousdale; R. O. Clark, Tampa; Alfred P. Carlen, Bavaria; D. S. Coleman, Oneida.

C. S. Davis, Cimarron; R. B. Drummond, Iola; Louis Drake, Humboldt; Geo. Eubank, Protection; J. P. Emery, Cimarron; H. H. Everly, Garden City; Joe Frazier, Chapman; Price Fequally, Wellington; L. R. French, Pawnee Rock; Paul Fisher, Galva; Glenn Green, Man-kato; W. T. Gillett, Coats; F. L. Gray, Lyons; A. S. Gross, Pawnee Rock; J. D. Grove, Protection; Geo. Gould, Bucklin; Geo. Griffith, Marysville; Wm. Giffey, Schroyer; J. A. Gifford, Jamestown.

Geo. F. Hall, Hoyt; C. G. Hopkins, Sylvia; H. L. Hartshorn, Ford; Walter Herman, Bavaria; C. H. Hubernett, Conway; Chas. Heron, Cimarron; J. L. Hipple, Ford; J. W. Hildreht, Preston; A. O. Hamilton, Ensign; J. Junk, Corinth; R. E. Kirk, Minneola; Frank Keene, Spearville; T. H. Keast, Olerie.

C. S. Laird, Ingalls; J. G. Lynch, Hoisington; G. Lewis, Syracuse; M. J. Long, Montezuma; W. W. Lam, Marion; Fred Laudick, Spearville; Alvin Long, Lyons; J. R. Meister, Alida; Joe Meade, Fort Scott; Daniel Murphy, Niles; J. H. Magruder, Pratt; F. M. Mead, Ashland; Roy Miller, Claflin; Carl Werbin, Bucklin; J. W. Miller, Claflin; R. L. Miller, Kinsley; A. J. Miller, Canton; E. V. Morris, Jetmore; W. H. McCaffery, Bazine; C. F. McDonald, Satanta; J. A. McDowell, Jetmore; Jimmie McAdams, Minneola; Melvin B. Norby, Wellsford; P. T. Nichol, Buhler; W. H. Noble, Bronson.

Jacob Ochs, Hoisington; J. E. Ogren, Arkansas City; Steve Prather, Garfield; W. M. Patterson, Liberal; M. E. Pierce, Marion; Ira Rankin, Kinsley; H. R. Rhodes, Colony; J. E. Raines, Preston; J. B. Sherwood, Talmo; Sid Smith, Larned; J. H. Shriver, Coats; O. P. Smith, St. John; Geo. A. Smith, Plains; E. E. Smith, Coldwater; H. Schimmels, Marysville; Dan Sullivan, Ulysses; Wallace Siebert, Canada.

Jake Thompson, Montezuma; A. H. Ling, Jetmore; C. L. Travallute, Lebanon; A. R. Upp, Fowler; C. G. Vosburgh, Sayre; F. E. Vance, Ensign; J. H. Voss, Downs; R. J. Wood, Oneida; R. C. Webb, Windom; R. D. Watson, Olivet; P. N. Weiling, Victoria; J. V. Weigel, Victoria; D. O. Wanamaker, Blue Rapids; Howard Wheaton, Hugoton; H. C. Whiteside, Waterville.

## Oklahoma Meeting Discusses Many Interesting Problems.

[Continued from page 627.]

### Enid Echoes.

Oklahoma City was selected as the next convention meeting place.

**REGISTRATION** was in charge of F. S. Rexford and R. T. Blood of the Grain Dealers National Mutual Fire Insurance Co.

This being the dull season many of the grain men brought their wives along and took in the convention as part of their vacations.

Among the grain inspectors present were Grain Inspector E. H. Linzee and M. I. Jordan from Oklahoma City, and Leo Anthis from El Reno.

Wonderfully encouraging reports in regard to the prospective wheat crop were broadcast about the convention, by country shippers familiar with their local conditions.

Jas. E. Bennett & Co.'s branch office placed a blackboard on the stage of the convention hall, where a gentleman with headphones over his ears marked up the market during the sessions.

Considerable improvement seems to be going on around Oklahoma in preparation for handling the pending big crop. The combine seems heavy and rapid movement when they start to have come to stay and the dealers expect a work.

**PENCILS** were freely distributed by several firms including James E. Bennett & Co., J. C. Crouch Grain Co., and Transit Grain & Commission Co. Cigars and cigarettes were freely passed around by representatives of commission houses.

**PRES. HACKER** and Sec'y Prouty arranged to hold local meetings at Altus, Hobart, Clinton, Woodward and Forgan the week beginning May 28. Other meetings will be held at Watonga, Okeene, Alva, Medford, Blackwell, Hitchcock, Cherokee, Garber and El Reno during the two weeks following.

A \$2 registration fee was charged each delegate to take care of convention incidentals, including the banquet for self and lady, and picture show under the same conditions. It had been learned that non-members attending the conventions, felt as tho they were imposing upon the ass'n under ordinary circumstances.

Some gentlemen are reported to have become interested in some games of chance principally centering around a pair of cubes. Some are said to have left the convention more affluent than when they came, whereas others went away a little poorer. But nothing has been heard about anyone having to borrow funds to get home.

**R. O. CROMWELL**, crop pathologist and statistician for Lamson Bros. & Co., Chicago, W. A. Withers of James Richardson & Son, Winnipeg, and Mr. Pyke of Jos. Pyke & Son, Liverpool, dropped in for dinner at the Oxford hotel in Enid during the convention. All of them were well filled with dope on the Oklahoma crop.

**A HEAVY STORM** two nites before did its best to interfere with the early arrival of delegates, but was unsuccessful. Hotels were crowded the nite before the opening and many reservations were necessarily disregarded due to the rush. When the convention was over it was learned that 400 delegates had been present besides a large number of wives and sweethearts.

**A LIVELY QUARTETTE** composed principally of Sam Wallingford, U. L. Shelton, Glenn Yancey and H. P. Lorenz, all from Wichita, kept the hotel lobby filled with music and the audiences afraid they would break out during convention sessions. At the first session two of the singers tried to get the delegates to sing, too, but the delegates apparently preferred to listen.

**Railroad** representatives from Oklahoma City and Tulsa were M. L. Craig, C. L. Chase, Jimmie Douglas, J. H. Doggrell (Springfield, Mo.), J. A. Eads, Frank L. Hurst, R. C. Hughes, P. K. Newell, J. V. Sessums, G. W. Smith, F. H. Shaffer (Springfield, Mo.), R. R. Trimble, Oscar Williams (Fort Worth, Tex.), E. G. Waring, C. P. Wasson (Dallas), Frank Walling (Wichita), R. C. Andrews (Dallas), and H. Connely, Hubert F. Blount, Geo. Bettis, M. C. Bailey and W. D. Burch.

**The Supply trade** was well represented by bag and machinery men. F. E. Dorsey of Kansas City represented the S. Howes Co.; P. H. Pelkey of Wichita and C. E. Christoph of Chickasha represented Fairbanks Morse & Co. Others were C. R. Scott, C. W. Ellis, J. W. Gannaway, Oscar Mayer, J. V. McDowell, L. A. Mideke, of Oklahoma City, and C. V. Harrison of Galveston, Tex.

**New Orleans** representatives were H. L. Daunoy, G. P. Gaiennie and John B. Sanford.

**K. B. Pierce**, with a couple of pocketfuls of James E. Bennett & Co. pencils and cigars, and Adolph Kempner came from Chicago.

**Texas** representatives included Oscar Allen, El Paso; C. D. Ashenhurst, New Braunfels; Paul H. Bimmerman, Dallas; Walter and Martin C. Giesecke, San Antonio; H. F. Johnson, Galveston; W. A. Lovelady, Sherman; J. T. Patton, Higgins; J. M. Rider, Galveston; Harry Stover, Waco; Paul Smith, Sherman; R. H. Wagenfuhr, New Braunfels; Mason Webster, Galveston.

**Fort Worth** sent C. M. Carter, Young Davitte, R. T. Dorsey, Kay Kimbell, P. J. Mullin, Leo Potishman, Jule G. Smith, K. K. Smith, Bert K. Smith, and Oscar Tillery.

**Oklahoma City** representatives included Arthur Cowan, Roy Frymire, Bruce Hardeman, P. T. Jackson, J. A. Mugg, F. G. Olson, J. J. Stinnett, Fritz Straughn, Fred Straughn, Stanton Thatcher, Frank Winters, J. L. Yergler, Miles Young.

**Kansas City** delegates were Frank D. Bruce, S. S. Carlisle, Oscar Cook, Lee Fuller, H. C. Gamage, A. T. Ingman, R. A. Kelly of Norris Grain Co., H. G. Miller, W. J. Mensendieck, S. H. Miller, Wm. Murphy, Harry Ragan, Orla A. Severance, A. W. Stewart, W. R. Smith of Davis-Noland-Merrill Grain Co., F. A. Theis, Clyde A. Truesdell of B. C. Christopher & Co., W. C. Van Horn, D. E. Walter.

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# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

Dunnigan, Cal.—The warehouse at Dunnigan owned by Thos. Stephens and mother was sold by them to Brown & Collins of Woodland who some time later sold it to Ward Hunt who will run it this season. J. S. Babb has bot the warehouse one mile south of Woodland. Griffin & Hernal, owners of a warehouse at Arbuckle for several years, have dissolved partnership. Mr. Hernal retaining the business and Mr. Griffin buying a ranch.—E. H. Peake.

## CANADA

Plunkett, Sask.—The elevator of the Saskatchewan Wheat Pool burned recently with a loss of \$40,000.

Radway Center, B. C.—It is reported that the Krause Mlg. Co. will build a mill and elevator here.

The Alberta Pacific Grain Co. will build 20 grain elevators this summer at points in northern Alberta. Many of the elevators will be erected in the Peace River country. The company has seven elevators there at present.

Calgary, Alta.—The Midland & Pacific Grain Corp. has been given a charter to go into the grain and elevator storage business. It is the intention to issue 10,000 preferred shares and 100,000 common shares of the company to the public.

Angusville, Man.—E. A. Ridge, local agt. of the Liberty Elvtr. Co., was knocked unconscious and robbed of \$300 of the company's money and a sum of his own shortly after midnight recently. He was returning to his home when attacked.

Winnipeg, Man.—The Maple Leaf Flour Mills has bot the Red River Cereal Co. and the right to manufacture the product from the Red River Grain Co. The elevator of the company in St. Boniface, Man., was sold recently to the Manitoba Wheat Pool.

## COLORADO

Vilas, Colo.—The Collingwood Grain Co. has just completed an elevator here and is in the course of constructing one at Saunders (Read p. o.), Colo.

LaSalle, Colo.—The LaSalle Elvtr. Co. has taken over the elevator formerly operated by the LaSalle Co-op. Exchange. The plant was repaired recently. The LaSalle Elvtr. Co. was incorporated recently for \$20,000.

## ILLINOIS

Deep Creek, Ill.—The Farmers Elvtr. Co. is installing an electric motor.

Wing, Ill.—The Wing Grain Co. has rebuilt one of the legs of its elevator and installed a man-lift.

Chapin, Ill.—A radio and three automobile tires were stolen from the office of the Farmers Elvtr. Co. recently.

Randolph, Ill.—The Farmers Grain Co. has awarded a contract to J. Provine for a 15,000-bu. elevator with two legs. The old elevator is being razed and the new one will be completed in time for the new crop.

Jacksonville, Ill.—The Jacksonville Grain & Commission Co. is asking damages of \$4,250 for annoyances and delays to business during the construction of the Naples levee as a protection to Beardstown against future floods.

Astoria, Ill.—The stockholders of the Astoria Farmers Grain & Service Co. will hold a meeting May 31 to vote upon the question of dissolving the corporation. It is planned to reorganize the company and each stockholder in the old firm will be given an equal amount of stock in the new organization, the purpose of the dissolution being to re-finance.

Orleans, Ill.—The drive shed attached to the elevator of the Farmers Grain Co. was slightly damaged by fire recently. It is supposed that sparks from the cob burner communicated to the dust and litter on the roof of the drive.

Decatur, Ill.—Fire starting in a conveyor on the fifth floor of the Decatur Mlg. Co.'s plant was put out by the sprinkler system of the company with small loss, altho the blaze had reached the fourth and sixth floors before the machinery could be stopped.

Herscher, Ill.—The Appel Siding Farmers Elvtr. Co. bot the Thos. Crawford property, an old residence, and is erecting a glazed tile building, but not an elevator. Understand it is to be used for an implement building with a grain office in the front end.—John S. Karcher.

Fountain (Valmeyer p. o.), Ill.—Henry Asselmier is now manager of the Nanson Commission Co. This elevator has been closed for some time. It was the property of the Columbia Star Mlg. Co. which went into receivership several years ago. It was bot last fall by the Nanson Commission Co.

Trumbull (Carmi p. o.), Ill.—The elevator we had here was a small one and at the time of the fire contained a little over 400 bus. of wheat which was fully insured, but the building was not fully insured. The fire was caused from a spark from a passing passenger train engine. On account of the almost total failure of our wheat crop this season the elevator will not be rebuilt at this time.—Wm. C. Smith.

Tabor, Ill.—About 25 cases against the Co-op. Grain Co. were involved in a decision of the appellate court in the case of Archibald E. Swan v. the Tabor Grain Co. The appellate court reversed the judgment of the DeWitt circuit court which had decided in favor of Swan for about \$700. The case was recommended for new trial. The suits involve sale by the Tabor company of grain which had been left by farmers for storage.

## CHICAGO NOTES.

The Twin City Trading Co. has moved its offices from the Board of Trade Bldg. to Room 708, 111 W. Jackson Blvd.

A. R. Robinson, formerly in the grain and feed business in St. Louis, is now connected with Harris, Winthrop & Co.

John C. Shaffer, pres. of the J. C. Shaffer Grain Co., has donated a \$5,000 scholarship fund to Beloit College, Beloit, Wis.

Vance & Co. have dissolved, and James F. Simpson, a member of the company, is now registered for his own account.

A Board of Trade membership was sold May 17 at \$16,500 net to the buyer. This is a decline of \$1,000 from the recent high price.

John W. Weinand, a member of the Board of Trade since 1885, died May 15 after an illness of several weeks. Mr. Weinand was connected for years with the old time firm of Ware & Leland and more recently with Lamson Bros. & Co. His widow and one son survive.

For the retirement of memberships an assessment of \$10 per member annually is proposed and has been posted for ballot by the directors of the Board of Trade. When the membership has been reduced to 1,500 the rule will be automatically cancelled and no memberships will be purchased at over \$15,000.

Frank E. Chamberlin has withdrawn from the firm of John Prindiville & Sons and is conducting a vessel agency. A. F. Schonhart, who was with the old firm, is now employed by him. James Prindiville, while continuing his office at Chicago, has made his headquarters at Cleveland, O., Lee Logan having charge locally.

'Phone operators on the floor of 'Change are not to be required to hold membership after Dec. 31, 1929, under a proposed amendment to the rules of the Board of Trade posted for ballot. The employers of the operators, however, will be required to pay an annual fee equal to annual dues and special assessments.

Jeffray S. Granger and Wm. E. Ullman have applied for membership in the Board of Trade. The membership of W. K. Mitchell has been posted for transfer.

The work of construction on the new elevator of the John E. Bastien Grain Co. has been progressing satisfactorily. The concrete of the working house already is 15 ft. higher than the tanks, or over 100 ft.; and the long and costly extension of the power lines of the Commonwealth-Edison Co. has been completed to the elevator, the only part of the electrical work remaining being the installation of the transformers.

## INDIANA

Gilman, Ind.—The Farmers Co-op. Co. has closed its elevator until the harvest season.

Sheridan, Ind.—The Sheridan Mlg. Co. has installed a McMillin Wagon and Truck Dump.

Frankton, Ind.—Frank Pyle has resigned as manager of the Farmers Grain & Coal Co. to become mgr. of new co. at Peru.

Brookville, Ind.—Mr. Clark of Rushville recently bot the elevators of Frank A. Wright at Brookville, New Salem and Laurel.

Hamlet, Ind.—We have installed a 10-ton Fairbanks Wagon and Truck Scale and will put in a truck dump.—Arndt-Weinkauff Grain Co.

Sweetser, Ind.—The A. B. Martin Grain Co. of LaFontaine has bot the properties of the Farmers Co-op. Co. The new owner is making a number of improvements.

Indianapolis, Ind.—Twenty-five candidates for the nominating com'te of the Board of Trade, of which seven will be nominated, are in the field. The election will be held June 11.

Greenfield, Ind.—Otto Rettig & Son have bot the elevator of Wm. Roepke & Co., Indianapolis. This elevator was formerly owned by the Rettigs but was sold three years ago to the Indianapolis firm.

Hartford City, Ind.—Thos. C. Neal, who established the first elevator in Hartford City, died recently. He was also the first resident to have a telephone here and the first to use natural gas for light and fuel.

Willow Branch, Ind.—Baxter McBane, G. B. McBane and Huston Cranfill have bot the elevator of James Hanna. It will be operated under the name of the Willow Branch Grain Co. with G. B. McBane as manager.

Ferdinand, Ind.—The Wallace Mlg. Co., of Huntingburg, has bot the plant of Muller Bros. which includes a 10,000-bu. elevator and a 150-bbl. mill. Nick Seger, formerly of Dale, has been made manager of the plant.

Montgomery, Ind.—Claude Ragle will be manager of the plant which the Iglehart Bros. Mlg. Co. recently bot of the Harris Mlg. Co. The local plant will be used as a feed mill and as a purchasing plant for wheat and other grains. No flour will be made here.

Indianapolis, Ind.—A meeting of the officers and members of the board of the Indiana Grain Dealers Ass'n was scheduled to be held Friday afternoon, May 25, to complete plans for the mid-summer meeting at the Gary Hotel, Gary Ind., June 28 and 29.—E. L. True.

Vincennes, Ind.—We bot the Jordan Elvtr., known as the Vincennes Elvtr., and owned by Geo. W. Jordan. We expect to build new concrete storage on the site of the elevator. The Atlas Mills has a new manager, Raymond Ramming.—Iglehart Bros., Inc., Atlas Mills.

Hartford City, Ind.—Mr. Riggs of Millgrove has bot the Hartford City Grain & Mlg. Co., which was owned by the Blackford County Bank and operated by C. J. Clamme, liquidating agent for two years. Mr. Riggs' elevator at Millgrove burned in 1922 and he recently sold his mill there.

Indianapolis, Ind.—The local branch of the Bartlett-Frazier Co. of Chicago has been taken over by Roberts & Hall, Cincinnati. New offices are being opened on the second floor of the Board of Trade Bldg. The local branch is under the joint management of Kenneth L. Ogle and Bernard W. Kirshbaum.

Goshen, Ind.—Frank Ezra Cephas Hawks, aged 83 years, died May 12. Mr. Hawks had been identified with the Goshen Mlg. Co. since it was formed in 1883, and was active in the management until three years ago when he retired because of poor health. He was also interested in the Hawks Electric Co., a power plant.



Maples (Ft. Wayne p. o.), Ind.—Stiefel & Levy are making improvements and building a new power house at their elevator.

Washington, Ind.—We suffered total loss by fire last month of our elevator and warehouse, having about 2,000 bus. of oats and corn on hand at the time. Total loss was about \$10,000 with \$3,200 insurance. We will not rebuild our elevator at present, but are building a large warehouse for hay and feed and installing a J-B Feed Mill.—R. J. Goshorn.

New Lebanon, Ind.—Our elevator burned April 28. The fire was discovered at 4 a. m. and was too far along to determine the starting place and cause. Grain to the amount of \$5,200 was destroyed, this loss being fully covered by insurance. The plant had been completely remodeled recently and was in first-class condition. Insurance of \$11,400 was carried on the building and machinery.—Lewis Brooks.

The following have been admitted to membership in the Indiana Grain Dealers Ass'n: Beach & Simmers, Albany; New Castle Elvtr. Co., New Castle; Farmers Co-op. Elvtr. Co., Selma; Farmers Grain Co., Carlos; Mooreland Grain Co., Mooreland; Anderson & Morgan, Dunkirk; Williamsburg Co-op. Ass'n, Williamsburg; John Howell, Muncie; J. P. Rauschart, Kokomo; Kiefer Feed & Supply Co., Elwood.—E. L. True.

Indianapolis, Ind.—The wheat improvement com'te, of which Edgar H. Evans is chairman, met May 22 at the office of the sec'y of the Indiana Grain Dealers Ass'n. The ass'n was represented by Elmer Hutchinson of Arlington; O. L. Barr of Bicknell and Pres. Walter M. Moore of Covington. Members of the com'te from the Millers Ass'n are Edgar H. Evans, chairman; J. L. Davis, Seymour; Carl Sims, Frankfort; W. L. Sparks, Terre Haute; Profs. Geo. I. Christie and A. T. Wiancko of Purdue University, Lafayette. Frank Hutchinson of Lawrenceburg, pres. of the Millers Ass'n, was also in attendance.—E. L. True.

Peru, Ind.—E. E. Allison and Frank Pyle of Indianapolis have bot the property of the Farmers Co-op. Elvtr. Co. from the receiver for \$15,000. The farmers bot the property about nine years ago for \$25,000. Three years ago the company asked for the appointment of a receiver. At that time the stockholders had invested in the business the sum of \$29,875, including the purchase price and money borrowed from time to time. For over two years the receiver tried to sell the property but was unable to get a bid that approached the appraisal which had been fixed at \$22,380. A new appraisal was asked for a short time ago and the price offered and accepted was for the full re-appraised value. The new owners are connected with the Steinhart Grain Co. of Indianapolis.

## IOWA

Cedar Rapids, Ia.—The Iowa Mfg. Co. is contemplating a \$25,000 addition to its plant.

Ames, Ia.—Burglars stole \$60 in cash from the safe of the Ames Grain & Coal Co. recently.

LaMars, Ia.—O. R. Wernli has been engaged as grain buyer for H. A. Wernli & Co., Minneapolis.

Gilbert, Ia.—The Gilbert Grain Co. will install a J-B Feed Mill for custom grinding.—Art. T.

Burnside, Ia.—F. E. Norstrum is installing a Fairbanks 10-ton Scale and a Kewanee Dump at his elevator.

Kelley, Ia.—The elevator of the Kelley Grain Co. was struck by lightning May 17 but only slightly damaged.

Garland (Morning Sun p. o.), Ia.—We recently bot the business of the Garland Elvtr. & Supply Co.—L. L. Peters & Son.

Kiron, Ia.—Wm. Lindberg will rebuild his elevator which burned recently. Mr. Lindberg had the only elevator in Kiron.

Coon Rapids, Ia.—Wm. Grettenberg has completed his new office of brick and is now occupying it. The old office will be used for feed grinding.

Ledyard, Ia.—A. J. Galagan, manager of the Farmers Elvtr. Co., suffered a stroke of paralysis recently and is considered in a serious condition.

Grundy Center, Ia.—Sid Price's many friends in the grain trade will be pleased to learn he has cast his hat in the political ring for the nomination of county auditor of Grundy County. Mr. Price was formerly manager of the Farmers Elvtr. Co.—Art Torkelson.

Farnhamville, Ia.—Fred Coats is now manager of the Farmers Elvtr. & Lumber Co., taking the place of Grant Haynes who resigned because of poor health.

Lewis, Ia.—J. C. Kennedy & Son have traded their elevator to Harry Daulby of Hopkins, Mo., for a farm near Prescott. The new owner will take charge about July 1.

Council Bluffs, Ia.—Contract has been let for the construction of an addition to the Burlington terminal elevator of 500,000 bus., making the total capacity 2,000,000 bus.

Raymond, Ia.—Rodney Douglas is the new manager of the Farmers Co-op. Elvtr. Ass'n, relieving Val Bahl who is now connected with the Rath Packing Co. at Waterloo as a weigher.—A. T.

Montgomery, Ia.—The Albert Grain Co. incorporated; capital stock, \$15,000; to buy, sell, ship, export, handle, store and deal in grain, seeds, cereals, flour, feed, etc.; M. Albert, pres.; S. W. Albert, sec'y-treas.

Dike, Ia.—The Froning Grain & Coal Co. has reshingled its elevator, office and feed warehouse and enlarged the latter. Painting the feed warehouse is next on the general check-up program.—Art. T.

Northwood, Ia.—A. A. Thompto, Inc., incorporated; capital stock, \$10,000; to buy, own and sell grain, produce, livestock, coal, agricultural products, machinery and equipment; A. A. Thompto, pres. and manager.

Flugstad, Ia.—E. M. Mulholland, manager of the Farmers Grain Co., died unexpectedly recently. He was returning from Webster City in a car with his son. Lester Hill was appointed to fill the vacancy caused by Mr. Mulholland's death.—Art Torkelson with Lamson Bros. & Co.

Carroll, Ia.—John Backes is now manager of the Farmers Elvtr. Co., succeeding L. D. Chambers, who resigned after being manager 15 years. Mr. Chambers will move to Ellensburg, Wash., where he will be ass't manager for the Lilly Fruit & Seed Co. Mr. Backes has been Mr. Chambers' ass't for a number of years.

Sioux Center, Ia.—The Farmers Co-op. Society sold the old south elevator at auction for \$361, a condition of the sale being that it should be torn down and removed. The elevator was bot some years ago by the farmers before stock feeding had reduced grain storage, for which the elevator was used. It was built about 30 years ago.

Libertyville, Ia.—G. Miller, 18, is in a critical condition as the result of an accident at the elevator of his father, A. H. Miller. He was shifting a belt when his foot became caught in the machinery and his leg twisted off at the knee. His father used emergency treatment and took him to a hospital where an operation was performed.

Gowrie, Ia.—Aaron Peterson had been running a mill for two years in a poor location and was not equipped with any elevation for the grains received for grinding, so he moved his mill down by my elevator where we have installed larger machinery and placed an elevator in the mill, also a hammer mill and overhead bins. I have not sold out any of my interest in my regular business and am only a partner in the mill which will be run under the name of the Gowrie Mfg. Co.—E. J. Bruntlett.

Hedrick, Ia.—I bot a large flour mill which had not been in operation for a number of years. Have installed a 30-in. Munson Attrition Mill with two 40-h.p. motors and an 18-in. Munson Corn and Wheat Cracker, a 7½, a 15 and a 2 h.p. motor, all with roller bearings, a McMillin Auto Truck Dump, a 10-ton auto truck scale. Superior DP Elevator Cups. The plant will be equipped thruout with roller bearings. The plant will be known as the Square Deal Mfg. Co. and will be managed and operated by W. I. Miller, formerly manager of the Farmers Elvtr. Co. of Doon. We expect to be operating about June 1.—F. J. Conrad.

## KANSAS

Fowler, Kan.—The elevator of Geo. E. Gano is being remodeled.

Coats, Kan.—The Red Star Mfg. Co. is repairing its elevator.

Byers, Kan.—The Co-op. Exchange plans to install a truck dump.

Kinsley, Kan.—The Miller Grain Co. has overhauled its elevator and built an addition to its coal sheds.

Lehigh, Kan.—The Farmers Elevator Co. plans to install a truck lift.

Ashton, Kan.—U. S. Kistler of Salina has leased a local elevator.

Sedgwick, Kan.—The Ogan Elvtr. Co. has installed an electric motor.

Sedgwick, Kan.—H. E. Hickerson is considering building a new elevator.

Walton, Kan.—The Farmers Grain Co. has installed an electric motor.

Centerview, Kan.—B. S. Huff will install an electric motor in his elevator.

Lindsborg, Kan.—The Farmers Union Elvtr. Co. will install a truck scale.

Ulysses, Kan.—Geo. Gano of Hutchinson is building an elevator in Ulysses.

Bucklin, Kan.—Anderson Grain Co. is covering its elevator with sheet iron.

Dundee, Kan.—The Walnut Creek Mfg. Co. has installed an auto truck scale.

Kendall, Kan.—I. R. Yingling is installing a 5-bu. Richardson automatic scale.

Herington, Kan.—The Herington Grain & Feed Co. has installed a truck dump.

Garden Plain, Kan.—The Farmers Elvtr. Co. incorporated; capital stock, \$10,000.—P.

Muscotah, Kan.—The Kelley Elvtr. Co. is installing a McMillin Wagon and Truck Dump.

Haviland, Kan.—The Dunbar Grain Co. has bot the elevator of the Collingwood Grain Co.

Odin (Clafin p. o.), Kan.—Foundation work has started on the elevator of Frank Lamatsch.

Pendennis, Kan.—We have sold our elevator to the C. D. Sharp Grain Co.—Wilson & Wilson.

Scammon, Kan.—The Farmers Elvtr. Co. is installing new machinery for making poultry feed.

Elkhart, Kan.—The Elkhart Co-op. Equity Exchange has equipped its elevator with SKF Bearings.

Hutchinson, Kan.—Harold Goerz of Newton has been admitted to membership in the Board of Trade.

Marion, Kan.—M. E. Pierce will operate both of the elevators of the Marion Co-op. Equity Exchange.

Scott City, Kan.—The J. E. Kirk Grain Co. is installing automatic scales, manlift and an air dump.

Garfield, Kan.—The Garfield Co-op. Co. has completed a bulk distributing station for oils and gasoline.

Plains, Kan.—The Plains Equity Exchange is increasing the size of its plant to about 40,000 bus. capacity.

Bushton, Kan.—The Bushton Grain & Supply Co. will install an auto truck dump and an electric motor.

Hutchinson, Kan.—W. H. Goodman is now a traveling solicitor for the Watkins Grain Co. of Kansas City.

Great Bend, Kan.—The Farmers Grain & Supply Co. has equipped its elevator with lightning protection.

Dodge City, Kan.—The Farmers Grain & Supply Co., a new organization, will build a 10,000-bu. elevator.

Hoisington, Kan.—Jake Ochs is again traveling for Goffe & Carkner, Inc., with headquarters in Hoisington.

Lehigh, Kan.—Both the Friesen Grain Co. and the Farmers Grain & Mercantile Co. have installed truck dumps.

Sylvia, Kan.—The Midwest Grain Co. has leased the elevator at the old Sylvia Mill and will use it for storage.

New Cambria, Kan.—A new Gravity Dump is being installed in the elevator of the Shellabarger Mill & Elvtr. Co.

Quinter, Kan.—Fire from electrical causes slightly damaged the elevator of the Robinson-Wyatt Grain Co. recently.

Charlet (Centerview p. o.), Kan.—The Consolidated Flour Mills Co. has bot the elevator of the Southwest Grain Co.

Dwight, Kan.—Carl E. Johnson, who bot the local elevator last July, took charge May 1, Mr. Reid's lease having expired.

Johnson, Kan.—The Collingwood Grain Co. is building an elevator here and also at Big Bow (Johnson p. o.) and Byers.

Calista, Kan.—The McClellan Grain Co. now owns both elevators here. A new foundation will be put under one of the plants.



Council Grove, Kan.—Carl E. Johnson, who bot the Dwight Elvtr. a year ago, took over the management of the property May 1.

Hudson, Kan.—New equipment is being installed in the plant of the Stafford County Flour Mills Co., which includes an elevator.

Wellington, Kan.—The Hunter Mlg. Co. has refinished and enlarged the offices of the Wellington Mlg. & Elvtr. Co., one of its units.

Clay Center, Kan.—The Pinkerton Grain Co. is installing an air dump and a truck scale and is adding some storage capacity to its elevator.

Hopewell, Kan.—Clyde Coons will succeed Ray Evans, resigned, as manager of the L. A. Coons Elvtr. An auto truck dump has been installed.

Garden City, Kan.—M. M. Beeson, who has been bookkeeper and cashier for the Farmers Equity Elvtr., will take charge of the Kisner Elvtr.

Hanover, Kan.—Glen Terp has succeeded L. A. Peterson as manager of the Washington County Farmers Union. Mr. Peterson has gone to Baker.

Topeka, Kan.—The Willis Norton Co. has awarded a contract to the Jones-Hettelsater Construction Co. for an addition of 450,000 bus. to its elevator.

Copeland, Kan.—The Co-op. Equity Exchange is installing a new leg, SKF Bearings. Winter Head Drive and Fairbanks-Morse 10-h.p. Totaly Enclosed Motor.

Ryus (Satanta p. o.), Kan.—The Security Elvtr. Co. has increased the capacity of its local elevator and has remodeled and rebuilt it, raising its height 10 ft.

Yates Center, Kan.—The Farmers Co-op. Co. will change from electrical power to gas engine power. The elevator has been equipped with lightning protection.

Walton, Kan.—The Walton Grain & Supply Co. has installed an electric motor. The company is contemplating razing its present elevator and replacing it.

LaHarpe, Kan.—Wilson & Son plan to install a truck lift. Some time this fall they plan to install a commercial feed grinding and mixing unit.—L. W. Wilson.

Portis, Kan.—The plant of the Solomon Valley Mlg. Co., which has a daily capacity of 300 bbls., is being dismantled and the mill building will be torn down.

Anthony, Kan.—O. C. Glenn, formerly manager of the Farmers Co-op. Elvtr. Co. at Haviland, is now in charge of the grain department for the Anthony Mills.

Zenith, Kan.—The Zenith Grain, Livestock & Mercantile Co. is installing a fully enclosed single-phase motor and is equipping its elevator with SKF Bearings.

Topeka, Kan.—J. E. Grubb, brother of S. W. Grubb of the Grubb Grain Co., died May 8 after a short illness. He lived at Marion and traveled for the Grubb Grain Co.

Hilton (McPherson p. o.), Kan.—The Farmers Co-op. Ass'n has completed an office to replace the one which burned last year. A steel roof will be put on the elevator.

Ingalls, Kan.—Both A. H. Hughes and Clarence S. Laird have equipped their elevators with lightning protection. Mr. Hughes has likewise equipped his house at Charleston.

Seneca, Kan.—Goffe & Carkener, Inc., has closed its local office. Mr. Patterson, former manager, has gone to the Hutchinson office where he replaces Geo. Hardy, resigned.

Hutchinson, Kan.—Jack Baker, official traffic representative and claim collector for the Kansas Grain Dealers Ass'n, formerly at Kansas City, Mo., is now located in Hutchinson.

Peabody, Kan.—The Peabody Equity Exchange has bot an old building which will be remodeled and used for storing oils and tankage. The feed storage house has been enlarged.

Salina, Kan.—The elevator which Frank Madden recently bot of L. O. Baber will be operated as the Madden Grain & Feed Co. Mr. Baber has no definite arrangements for the future.

Gibson (Stafford p. o.), Kan.—J. E. Guthrie has resigned as manager of the Gibson Co-op. Co. The Consolidated Mills has bot the plant of the Midwest Grain Co. which it has been leasing.

Ellinwood, Kan.—Ground has been broken for the eight 12,000-bu. storage bins for the Wolf Mlg. Co. The plant has twelve other similar bins which have a capacity of more than 100,000 bus.

Satanta, Kan.—The Farmers Grain & Merchandise Co. has equipped its elevator with SKF Bearings thruout and is now installing a Fairbanks-Morse Totally Enclosed Self-Ventilated Motor.

Moscow, Kan.—We are putting 5-bu. Richardson Automatic Scales in our elevator here and the one we operate at Johnson under the name of Johnson Grain Co.—Lon Gaskill, Moscow Elevator Co.

Cheney, Kan.—The Dewey Mercantile Co. and the White Grain Co. have merged and formed the Home Grain Co. Both elevators will continue in operation and new scales, motors and a grain loader will be installed.

Pierceville, Kan.—The Security Elevator Co. of Hutchinson has bot the elevator of the Walker-Warner Mercantile Co., more recently operated by the Smith Mercantile Co. It has been overhauled and a metal roof added.

Wellington, Kan.—Price Feuquay, formerly with E. L. Rickel at Salina, Fuller Grain Co. at Kansas City, and Simonds-Shields-Lonsdale at Wichita, became connected with the Hunter Milling Co. here on May 15 as grain buyer.

Pawnee Rock, Kan.—The Farmers Grain, Fuel & Livestock Co. plans to erect a warehouse and oil station preparatory to catering to retail trade. This will be far enough from the elevator so fire risk will not be increased.

Pratt, Kan.—The Pratt Equity Exchange is building a small loading dump on the Santa Fe, which is equipped with a 10-bu. Richardson Automatic Scale, Fairbanks Dump and 25-h.p. Fairbanks-Morse Enclosed Ventilated Motor.

Herington, Kan.—Roy O. Vernon, formerly manager of the Farmers Co-op. Union at Maple Hill, has succeeded Leonard Morris as manager of the Farmers Union. Harry Anderson of Denison will succeed Mr. Vernon at Maple Hill.

Minneola, Kan.—The Minneola Co-op. Exchange is installing a new leg in its elevator, equipping it with SKF Bearings, installing a Winter Head Drive and 10-h.p. Fairbanks-Morse Totally Enclosed Self-Ventilated Motor.

Ensign, Kan.—The Farmers Grain & Supply Co. has just completed fitting its main and head shafts with SKF Bearings and has put a grate over the dump to eliminate the necessity of lifting and dropping trap doors.—F. E. Vance, mgr.

Clay Center, Kan.—The 750-bbl. mill of the Shellabarger Mill & Elvtr. Co., which has been idle for several months, was re-opened the middle of this month. It has 150,000 bus. storage capacity and is under the management of Robert Chance.

Sawyer, Kan.—The Sawyer Equity Exchange is increasing its elevator capacity and installing a new leg which will be equipped with Winter Head Drive, Fairbanks-Morse Totally Enclosed Self-Ventilated Motor, SKF Bearings and 15-ton Fairbanks Scale.

Dodge City, Kan.—B. C. Christopher & Co., official Board of Trade wire representative for eight years, has moved into larger quarters in the new Holmes Bldg. The balance of the trade, including the inspection department, will also make the change.

Trousdale, Kan.—J. H. McGruder plans to remove the composition roof on his elevator here and replace it with metal, at the same time rodding for lightning protection. He will also change from gasoline to electric power and install an electric motor.

Ulysses, Kan.—The Ulysses Grain Co., of which Dan C. Sullivan is manager, has increased the capacity of its elevator from 15,000 to 30,000 bus. It is now being electrically equipped thruout with Fairbanks-Morse Totally Enclosed Self-Ventilating Motors.

Emporia, Kan.—We are installing a Eureka Cracked Corn Grader on the second floor, a Eureka Batch Mixer on the first floor and a J-B Hammer Mill on the basement floor. Machinery on each floor is driven by a separate enclosed type Fairbanks Motor, the one for the hammer mill being 30 h.p. with Texrope Drive. The addition includes 5,000-bu. grain and chop storage.—Lord Grain Co.

Dodge City, Kan.—W. F. "Bill" Wade, grain buyer for the Dodge City Flour Mills for the past 10 years and formerly connected with the grain inspection department at Kansas City, is building a 10,000-bu. cribbed iron clad elevator on the C. R. I. & P. It will be equipped with Fairbanks-Morse 5-h.p. Totally Enclosed Self-Ventilated Motors and Kewanee 15-ton Dump and Scales. A. F. Roberts is doing the work, which is expected to be completed by June 15.

Solomon, Kan.—Chas. Chase will become manager of the Farmers Elvtr. Co. on June 1st, replacing Frank Madden who has bot the properties under lease at Salina to the Baber Grain & Feed Co.

Iola, Kan.—Forty-five grain dealers of this vicinity met here recently. E. J. Smiley, sec'y of the Kansas Grain Dealers Ass'n, addressed the gathering. Dealers from Iola, Moran, La Harpe, Humboldt, Thayer, Earlton, Piqua, Yates Center, Neosha Falls and Colony attended.

Rolla, Kan.—The Rolla Co-op. Equity Exchange is installing SKF anti-friction bearings on the line shaft, head pulley and jack-shafts in its elevator here, and is installing a cupola grain cleaner and a Fairbanks-Morse Type Y Diesel Engine. Walter January is manager.

New members of the Kansas Grain Dealers Ass'n are S. C. Schoen, Gladstone; Ed. C. Sanford, Byron, Neb.; C. B. Callaway, Fairbury; Formoso Elvtr. Co., Formoso; C. L. Travelure, Lebanon; Jackson County Grange Co-op. Ass'n, Holton; Kelso Seed Co., Pittsburg; Melvin B. Norby, Wellsford; Farmers Elvtr. Co., Byron, Neb.; Channing J. Lewis, Kinney, Neb.; Farmers Elvtr. Co., Coldwater.—Sec'y E. J. Smiley.

Salina, Kan.—Work is rapidly progressing on the 1,100,000-bu. unit of the new concrete terminal elevator being built by the recently organized Shellabarger Terminal Elevator Co. The concrete work is expected to be completed by Oct. 1, and the plant placed in operation by Nov. 15. Plans call for a 2,500,000-bu. house, but only 1,100,000 bus. capacity in tanks and interstice bins, and the headhouse are being built at this time. The rest will be added at a later period. Macdonald Engineering Co. has the contract.

Salina, Kan.—Several feet of concrete is already up on the 12 tanks and 10 interstice bins of the new terminal elevator being built for the recently organized Salina Terminal Elevator Co. by Chalmers & Borton. Work was started on April 12. The concrete work is expected to be completed by June 5 and the unit be ready for operation on Aug. 1. A total capacity of 1,000,000 bus. is planned but only 500,000 bus. is being built at this time. These will be served thru the 100,000-bu. present headhouse of the Weber Mills. The second unit will be built as needed later.

Hutchinson, Kan.—We are adding to our terminal additional storage of 350,000 bus. This additional storage consists of eight tanks and eleven interstice bins, being of reinforced concrete construction. This will be equipped with Zeleny Thermometer System as we deem this advisable in the handling of milo and kafir, this being one of the largest markets handling these grains. This addition will give us a total storage of 1,100,000 bus. in our local plant. In addition we own and operate 23 country elevators in southwest Kansas with a capacity of 482,000 bus. The construction work is being done by the Jones & Hettelsater Construction Co.—Frank Summers, vice-pres., Security Elvtr. Co.

## WICHITA LETTER.

The elevator tanks of the Wichita Flour Mills Co. are being repaired and relined.

New members of the Board of Trade are R. W. Payne, Rollin Blood, H. R. Hensley and Herman Lorenz.

Glenn C. Yancey, formerly manager of the local office of Goffe & Carkener, became connected with the Wallingford Grain Co. here on May 1.

W. H. Smith was elected pres. of the Board of Trade at the annual election to succeed I. B. Blood. Other officers are J. A. Woodside, vice-pres.; C. A. Baldwin, H. F. Braly, C. M. Evans and J. H. Moore, directors.

J. J. Mann has been selected as sec'y of the Board of Trade to succeed C. B. Rader who resigned to become sec'y of the St. Louis Merchants Exchange. Mr. Mann has been sec'y of the Southern Kansas Millers' Club.

## KENTUCKY

Lexington, Ky.—A short circuit in a motor in the plant of the Blue Grass-Elmendorf Grain Corporation caused a blaze which fortunately confined its loss to the motor.

Bowling Green, Ky.—The old Massey Mill, 12 miles from Bowling Green, burned several weeks ago, but it was in no way connected with the Bowling Green Mlg. Co., the mill which I own.—Geo. T. Massey.



Louisville, Ky.—The Ballard & Ballard Co. has completed construction of a 750,000-bu. concrete elevator, bringing the total storage capacity of the plant to 2,000,000 bus.

## LOUISIANA

New Orleans, La.—Geo. B. Matthews, veteran grain merchant, died recently at the age of 76. He came to New Orleans in 1867 and after working with a steamship company 11 years entered the grain business as a member of the firm of W. H. Matthews & Bros. The firm name was changed to Frank B. Matthews & Sons in 1913. Mr. Matthews retired from business 10 years later.

## MARYLAND

Thurmont, Md.—The Thurmont Mlg. & Supply Corporation has been incorporated and has bot the firms of A. W. Ecker & Sons, Thurmont; the Rocky Ridge Elvtr. Co., Rocky Ridge, and has rented the coal and feed business of Chas. F. Manahan & Son at Sabillasville. Chas. Manahan, Sabillasville, is pres.; Maurice V. Barrick, Rocky Ridge, sec'y-treas.; A. W. Ecker, Thurmont, general manager. The new firm will begin operations May 1.

### BALTIMORE LETTER.

Geo. E. Pierce has applied for membership in the Chamber of Commerce.

Bolling Lynn Robertson of Manassas, Va., has applied for membership in the Chamber of Commerce.

Frank J. Otterbein, for 14 years with the grain firm of E. Steen & Bro., contemplates engaging in the grain and feed business on his own account.

Thos. H. Seal, aged 68 years, elevator agt. of the Baltimore & Ohio Railroad Co., died May 14. He was in the service of the company for more than 50 years.

The Western Maryland Railway has leased space in the Port Covington Elvtr. for 1,000,000 bus. grain to the Western Elevating Corp., Buffalo, of which Geo. E. Pierce is pres.

## MICHIGAN

Lansing, Mich.—The Walton Mlg. Co. has installed a 1,500-bu.-per-hour grain unloader.

Vernon, Mich.—The elevator of Parris Bros. burned recently with a loss of \$25,000, partly covered by insurance. The elevator was built 50 years ago. It will likely be rebuilt.

Lansing, Mich.—An arrangement has been made between the Cushman-Carl Co., the Ryon Grain Co. and other bean operators in Michigan whereby the Ryon company becomes the selling and buying agency for a group of 12 bean elevators.

Oakley, Mich.—The Christian Biersch Co. of Lansing is building an elevator on the site of the elevator of the Oakley Farm Bureau which burned in February, 1927. The building will be about 26x100 ft. Less space will be given over to grain bins and more space used for storage.

## MINNESOTA

Corvusa, Minn.—The Victoria Elvtr. Co. has installed a feed mill.

Long Prairie, Minn.—S. R. Marcyes is now manager of the Kearns Elvtr. Co.

Clinton, Minn.—Locomotive sparks were the cause of a small fire loss to the plant of the Miller Elvtr. Co. recently.

Tyler, Minn.—The elevator of the Utoft Grain Co. burned recently with a loss of \$15,000. About 7,000 bus. of grain were destroyed.

Dovray, Minn.—H. Smestad, who has been manager of the Farmers Elvtr. Co. for eight years, has resigned and will operate a store.

Duluth, Minn.—Gilbert E. Peterson, aged 39 years, sec'y of Turle & Co., died May 15 following an operation performed at a local hospital. His wife and two children survive.

Winthrop, Minn.—O. H. Hoveland has succeeded H. F. Lickfett as manager of the Farmers Elvtr. Co. Mr. Hoveland has been manager of the Pacific Grain Co. for two years and A. M. Erickson, former buyer, is temporarily in charge of that elevator.

Madison, Minn.—Leonard H. Jacobson has bot the interest of his partner, Math Heinzen, in the Independent Elvtr. Mr. Heinzen has retired from business.

Madison, Minn.—C. W. Krogstad, who has had charge of the Great Western Elvtr. Co. at Boyd, has taken the management of the company's local elevator. Arthur Lee, the former manager, has moved to Clarkfield.

## MISSOURI

Barnard, Mo.—The Farmers Grain Co. has equipped its elevator with lightning protection.

### KANSAS CITY LETTER.

Ben S. Hargis, son of Ben H. Hargis, is now connected with the sales staff of the Larabee Flour Mills Co.

Alfred E. Yardley has applied for membership in the Board of Trade on transfer from Frank L. Carey.

C. V. Fisher is now with the Moore-Seaver Grain Co. in its milling wheat department. He was formerly with the W. H. Marshall Commission Co.

J. F. Leahy has applied for membership in the Board of Trade. He has bot the membership of Eugene Cox of Mena, Ark., for \$7,750. Memberships are now held for \$8,500.

Howard A. Merrill has resigned as manager of the cash grain department of Goffe & Carkener, Inc., to take over a similar department of B. C. Christopher & Co. W. H. Young, with the Vanderslice-Lynds Co., has resigned to succeed Mr. Merrill with the Goffe & Carkener organization.

### ST. LOUIS LETTER.

St. Louis, Mo.—Geo. H. Engelbrecht has applied for membership in the Merchants Exchange on transfer from August Korn.

St. Louis, Mo.—Hanlan Kane, formerly with the Wm. D. Orthwein Grain Co., is now with the Overland Grain Co. as ass't to Paul W. Pritchard, manager.

St. Louis, Mo.—Langenberg Bros. Grain Co. has bot the Belt Elvtr. of the Veninga-Newell Grain Co. The Veninga-Newell Co. is continuing in the futures business.

St. Louis, Mo.—The Continental Export Co. has leased the Missouri Pacific Elvtr., which has been operated by the J. H. Teasdale Commission Co. Sam S. Carlisle will manage the local branch. The Kansas City office will be closed about June 15 and Southwestern operations of the company will be handled from St. Louis.

## MONTANA

Glacier Park, Mont.—The annual convention of the Northwestern Grain Dealers Ass'n will be held June 21 and 22 at the Glacier Park Hotel. A very interesting program is, being prepared and we extend an invitation to all grain dealers from the east. You will meet many of the Pacific Coast dealers as well as dealers from Minneapolis and Duluth.—Geo. Paulson, pres., Northwestern Grain Dealers Ass'n.

Great Falls, Mont.—The Chamber of Commerce is considering a proposal of C. M. Strauman of Moccasin, Mont., to build a terminal elevator. C. R. McClave, pres. of the Montana Flour Mills Co., told the executive com'te recently that while his company was not opposed to having a terminal at Great Falls, both the Royal Mlg. Co. and the Montana Flour Mills Co. had ample facilities to take care of storage needs.

Havre, Mont.—The second annual convention of the Farmers Grain Dealers Ass'n will be held here June 18 and 19, the opening session beginning at 10 a. m. on the 18th. Hon. J. E. Erickson, governor of Montana, will speak the afternoon of the 18th, and there will be a round table discussion on compulsory storage. On the forenoon of the 19th, Hon. L. A. Foot, attorney-general of Montana, will give an address on "Anti-discrimination Laws." This will be followed by a round table discussion on the same subject. In the afternoon the question of how we can best reflect protein content to the farmer will be discussed. The sessions will be interspersed with music furnished by the Chamber of Commerce and various entertainments.

## NEBRASKA

Mitchell, Neb.—The Mitchell Elvtr. has installed a dump.

Odell, Neb.—The Farmers Elvtr. Co. plans to install a truck lift.

Hebron, Neb.—The Hebron Grain Co. plans to install a truck dump.

Rockford, Neb.—We plan to install a truck lift.—A. L. Burroughs.

Blair, Neb.—The Holmquist Elvtr. Co. is installing a 15-ton truck scale.

Schuyler, Neb.—The Wells-Abbott-Nieman Co. has installed a grain separator.

Daykin, Neb.—The Daykin Grain & Supply Co. is installing a truck dump.

David City, Neb.—The Nye & Jenks Grain Co. is installing a truck dump.

Manley, Neb.—Harry Haws is now manager of the Manley Co-op. Grain Ass'n.

Herman, Neb.—The Holmquist Grain & Lumber Co. has installed a truck dump.

Gilman, Neb.—Lamson Bros. & Co. have moved their Paxton office to Gilman.

Helvey, Neb.—Roy Goodson will become manager of the Farmers Elvtr. Co. July 1.

Harbine, Neb.—We have installed new leg belt and cups.—Harbine Equity Exchange.

Shickley, Neb.—Mr. Linville has succeeded Geo. W. Powell as manager of the Farmers Elvtr. Co.

Krider (Odell p. o.), Neb.—The Farmers Union Co-op. Ass'n has covered its elevator with sheet iron.

Fairbury, Neb.—The Farmers Union Co-op. Ass'n is installing a pneumatic truck lift.—H. D. Benson, mgr.

Barneston, Neb.—Ernest Severs has succeeded Art Wilt as manager of the Farmers Union Co-op. Ass'n.

Abdal (Mt. Clare p. o.), Neb.—The Farmers Elvtr. Co. has equipped its elevator with lightning protection.

Gretna, Neb.—We have installed a J-B Feed Mill operated by a 40-h.p. GE Motor.—E. P. Weeth, Weeth Bros.

Shestak (Crete p. o.), Neb.—The Big Blue Farmers Union Co-op. Ass'n plans to install a pneumatic truck lift.

Ralston, Neb.—The Ralston Elvtr. Co. incorporated; capital stock, \$10,000; by Otto Erickson and Anna Erickson.

Ellis, Neb.—The Farmers Grain & Livestock Ass'n plans to install a truck scale this summer if crop prospects warrant.

Heartwell, Neb.—Real & Easterday of McCook have bot the Morris Elvtr., more recently operated by the Koehler-Twisdale Grain Co.

Ashland, Neb.—We have installed a hammer mill and are putting our elevator in shape for the new season.—Farmers Union Co-op. Ass'n.

Columbus, Neb.—James E. Cossairt, formerly in the milling business at Platte Center, will become manager of the Columbus Mlg. Co., June 1.

Chester, Neb.—The Brown Lumber Co. has re-roofed its elevator with metal and run copper rodding into the ground to protect it from lightning.

Central City, Neb.—The T. B. Hord Grain Co. is having its line of 41 country elevators equipped with lightning protection by Dodd & Struthers.

Yanka, Neb.—The Farmers Elvtr. Co. has had its elevator covered with galvanized iron and remodeling work done by the Birchard Construction Co.

Milligan, Neb.—The elevator of Albert Kassik burned May 15. The fire originated in grain bins in the basement. There was said to be no insurance.—P.

Gladstone, Neb.—G. C. Schoen has installed a hammer mill for feed grinding and a double-cylinder 30-h.p. gravity fed engine. His elevator has been covered with sheet iron.

Smithfield, Neb.—The Smithfield Equity Exchange has bot the elevator of Chas. H. Graham and will use it to replace their elevator which burned early this year instead of building.

Copenhagen (Brunswick p. o.), Neb.—The elevator of the John E. Meuret Grain Co. burned recently. The fire is believed to have started from heated chaff. Only a small amount of grain was in the house. The loss is estimated at \$6,000.



Arlington, Neb.—The Farmers Grain & Lumber Co. is erecting a 40x60-ft. storage building, covered with sheet iron, across the road from its elevator.

Crete, Neb.—A 70,000-bu. reinforced concrete elevator and eight large concrete tanks with capacity for 130,000 bus. are being built for the Crete Mills by the Birchard Construction Co.

Crawford, Neb.—Wm. Norman and Lee Hallsted have commenced work on a 16,000-bu. elevator. The house is expected to be finished by July 1. It will be operated by Mr. Hallsted.—Lee Hallsted.

Wymore, Neb.—The office and material yards of the Farmers Grain, Lumber & Coal Co. have been completed. The building is of tile and stucco and replaces the frame structure which burned March 1.

Hastings, Neb.—Fred Elder, well known to the Kansas grain trade, is now the manager of the local office of Goffe & Carkener, Inc. Tom Dunne is now doing road work for the company out of this office.

Edholm, Neb.—The plant of the Dawson Grain Co. was slightly damaged by fire which started from locomotive sparks recently. The Dawson Grain Co. recently sold its local coal sheds to the Edholm Grain Co.

Morrill, Neb.—The elevator of W. R. Preston, operated by John R. Jirion, burned recently with a loss of about \$11,000. The house contained about 3,500 bus. of wheat. It is believed the fire was started by a locomotive spark.

South Bend, Neb.—The 12,000-bu. elevator of the Glen F. Weaver Grain Co., built in 1902, burned recently. A car of wheat was being loaded at the time, but the driver of a truck came to the rescue and pulled the car to safety. The fire started in the exhaust of a gas engine and made its way up thru the building until discovered emerging from the roof.

## NEW ENGLAND

Portland, Me.—The A. R. Hopkins Corporation incorporated; capital stock, \$100,000; to deal in grains, feedstuffs and other merchandise; Carl C. Jones, pres.; Clarence A. Brown, treas.; Wm. S. Linnell, clerk.

## NEW YORK

New York, N. Y.—Herbert W. Cowing, senior partner in the firm of Cowing & Roberts, died recently.

New York, N. Y.—H. D. McCord, Inc., has taken over the business founded by Henry D. McCord & Son, Inc.

New York, N. Y.—Reginald R. Lurie, John T. Clark and Jos. M. Levie have applied for membership in the Produce Exchange.

New York, N. Y.—A membership in the Produce Exchange sold May 16 for \$17,300, an advance of \$800, and an associate membership for \$11,100, up \$100.

New York, N. Y.—I have severed my connection with the firm of Brandt & Quain and am now located at B 19, Produce Exchange, as a cash grain broker.—Raymond V. Scott.

Warren E. Rouse recently resigned as pres. of the New York Hay & Grain Dealers Ass'n, as he is entering the field of engineering and will take up his new profession in Waterbury, Conn. Howard L. Cross was selected by the directors to succeed Mr. Rouse.

## NEW MEXICO

Clovis, N. M.—Sam and Bill Pipkin have let a contract to A. F. Roberts for an elevator, construction of which will start immediately, the contract calling for completion by June 27. The plant will be operated under the name of the Plains Elvtr. Co.

## NORTH DAKOTA

South Heart, N. D.—The Farmers Co-op. Elvtr. Co. has installed a head drive.

Mandan, N. D.—The Slope Grain Co. has installed a new head drive in its elevator.

Emerado, N. D.—The plant of the Farmers Elvtr. Co. burned recently with a loss of \$12,000.

Cando, N. D.—H. C. Wold has bot the McLaughlin Elvtr. of which he was manager.

Nanson, N. D.—The Farmers Elvtr. Co. has installed a new leg and made other repairs.

Harvey, N. D.—The Farmers Elvtr. Co. has recently put in a new leg and a concrete pit.

Mapleton, N. D.—Chas. F. Gibson, manager of the Farmers Elvtr. Co. for 10 years, died recently.

Brocket, N. D.—George Holmes, who conducted a local grain elevator until a few years ago, died recently at the age of 69.

Havelock, N. D.—Peter Lux has resigned as manager of the Western Lumber & Grain Co. He has held the position for 15 years.

Sanborn, N. D.—The plant of the Andrews Grain Co. burned recently in a fire which destroyed several other buildings in Sanborn.

Perth, N. D.—The Perth Grain & Fuel Co. is building a combination engine room and office. A new cistern is being built at the elevator also.

Wellsburg, N. D.—We have just completed installing a steel pan, double distributor and minor repairs, the work being done by the T. E. Ibberson Co.—M. B. Skappel, mgr., Farmers Equity Elvtr. Co.

Stanley, N. D.—About 40 farmers of the vicinity held a meeting recently to discuss the possibility of a farmers' elevator for Stanley. A temporary board of directors was elected and action for securing a charter will be started at once.

Egeland, N. D.—M. O. Long, manager of the local elevator of the Woodworth Elvtr. Co., has been appointed as one of the state supts. of the company. He will retain charge of the local elevator, but will be assisted by Clifford Johnson who will have charge in his absence.

Grand Forks, N. D.—The Wheat Growers Co-op. Terminal Co., which was incorporated recently by the directors of the North Dakota Wheat Growers Ass'n, plans to build a terminal elevator in Grand Forks. It is to be a fireproof structure, modern in every detail of construction and equipment. It will be used for cleaning, mixing, conditioning and drying grain.

## OHIO

Laura, O.—W. C. Mote has installed a J-B Feed Mill.

Nova, O.—The Nova Elvtr. Co. has installed a J-B Feed Mill.

Waynesville, O.—The Farmers Exchange is installing a Sidney Vertical Mixer.

Troy, O.—G. N. Falknor & Sons have installed a Sidney Roller Bearing Corn Sheller.

Gallipolis, O.—Mrs. Frank Swigert, wife of the owner of the Swigert Mlg. Co., died April 27.

Columbus Grove, O.—The Annesser Mill Co. has installed a McMillin Wagon and Truck Dump.

Toledo, O.—Phillip Sayles of Columbus has applied for membership in the Produce Exchange.

Columbus, O.—C. S. Heiston, supt. of the Gwinn Mlg. Co., which includes an elevator, was married recently to Miss Alice Laughridge.

North Baltimore, O.—The elevator of Fred Kalmbach was damaged by fire May 14. The fire was caused by the intense heat of a cob burner thrown against the side of the building.

Columbus, O.—On June 1 I am opening an office in Toledo and will be manager of the Toledo office of the Sheffield Elvtr. Co. with entire charge of their Ohio, Michigan and Indiana business. We are moving the Smith-Sayles Grain Co. to Toledo and will conduct our business the same as always. The Smith-Sayles Grain Co. will handle all the business except spring wheat which will be sold in the Sheffield Elvtr. Co.'s name.—Phil C. Sayles, Smith-Sayles Grain Co.

Sidney, O.—The three local track buyers, V. E. Chambers, the J. E. Wells Co. and E. T. Custenborder & Co., and the three local machinery firms, the Sidney Grain Machinery Co., J. M. Bell representing Bauer Bros., and John G. Troester representing Union Iron Works, will entertain the Miami Valley Grain Dealers Ass'n and the grain dealers in surrounding territory on Wednesday, June 6. The occasion will take place at the Sidney Country Club. The business meeting of the ass'n will be held at 1:00 p. m., dinner at 6:30 and entertainment following. There will be special entertainment for the ladies and children in the afternoon.—E. T. Custenborder.

## OKLAHOMA

Pocasset, Okla.—The Farmers Elevator Co. is installing a 10-ton truck scale.

Andarko, Okla.—The elevator of the Chickasha Mlg. Co. burned recently.

Goltry, Okla.—Elmer Estill has bot the two local elevators of the Enid Mlg. Co.

Clinton, Okla.—The Farmers Co-op. Ass'n has completed a new brick office and storage addition.

Hooker, Okla.—The Wheat Growers Ass'n is building an elevator on the B. M. & E. R. R.—Hopkins & Mason.

Enid, Okla.—The Enid Mlg. Co. is rearranging a portion of its plant and will produce a line of poultry feeds.

Brinkman, Okla.—The plant of the Wichita Mill & Elvtr. Co. was badly damaged by the windstorm of May 17.

Guymon, Okla.—The Equity Elvtr. Co. has installed new scales and a grain cleaner and increased its storage space.

Gruver, Okla.—A. Laird is building a 32,000-bu. elevator which will be so constructed that an additional unit of like capacity may be added. This town is not a p. o.

Arapahoe, Okla.—W. M. Black is again manager of the Farmers Union Co-op. Elvtr. Co. Mr. Black has spent the past nine months in California.

Keyes, Okla.—The Oklahoma Wheat Pool will build a 15,000-bu. elevator, work to start the end of this month. A. F. Roberts has the contract.

Oklahoma City, Okla.—Ira Moore, employe of the Belt Mill & Grain Co., died last week from injuries received in a fall from a scaffold at the company's plant.

Laverne, Okla.—The Farmers Wheat Growers Ass'n has taken over the Rich Elvtr., formerly the Duval-Sappington Elvtr. Geo. Dain of Speer-more will be the manager.

Dover, Okla.—Robinson Grain Co. of Enid has leased the Farmers Elevator here. This gives the company five elevators, one at Gage, one at Dover, one at Yew and two at Lambert.

Walters, Okla.—The Farmers Co-op. Elvtr. Co. has awarded a contract to A. F. Roberts for an up-to-date elevator. This is a new company and will be managed by B. W. Russell.

Enid, Okla.—W. G. Williams is again with us, having been away two years. He will succeed C. O. Nickel as general traffic man. Mr. Nickel is going to Alva to take charge of our house there.—W. B. Johnston.

Lovedale (Salt Springs p. o.), Okla.—Lee Butcher, formerly manager of the Farmers Co-op. Grain & Supply Ass'n at Selman, has bot the elevator of L. O. Street. Mr. Steen has replaced Mr. Butcher as manager at Selman.

Billings, Okla.—We bot the elevator of the Farmers & Merchants Elvtr. Co. and also the one belonging to the Enid Mlg. Co. We tore both of them down and built a house of 25,000 bus. capacity and also added a feed mill.—Wm. Hayton & Son.

## OREGON

Portland, Ore.—Edward Noonan, for many years connected with the Portland Flouring Mills Co. under the management of T. B. Wilcox, having charge of the Pacific Coast Elvtr. Co., died May 15 at the age of 78 years. He retired 10 years ago.

Portland, Ore.—Creditors of the defunct Overbeck & Cooke Co., stock and grain brokers, met recently and drafted a resolution for presentation to Congress. It is hoped thru Congressional action to make impossible the recurrence of a similar situation to that experienced by the failure of the brokerage firm.

Helix, Ore.—We are building an elevator of 120,000 bus. capacity. Construction started May 8 and the contract calls for completion on July 15. The Hickok Construction Co. has the contract. It is to be of wood crib construction and will be covered with corrugated iron. It will be equipped with two elevator legs, 15-ton receiving scale, 10-bu. automatic shipping scale and pneumatic truck and wagon dump. It will have 24 bins and the contractor states that the capacity is 133,000 bus. net. The dimensions are 50x53 ft. and 82 ft high at the eaves. The power will be 10-h.p. electric motors on each leg and 2-h.p. motor on compressor.—Frank E. Engdahl, mgr., Farmers Mutual Warehouse Co.



Portland, Ore.—S. E. Mikkelsen, Inc., has been incorporated by S. E. Mikkelsen, E. Williams and Wm. F. Meyer.

## SOUTH DAKOTA

Hecla, S. D.—Chas. W. Estee has equipped his elevator with lightning protection.

Whitewood, S. D.—The elevator being built by the Tri-State Mlg. Co. is nearing completion.

Platte, S. D.—The L. C. Button Elvtr. Co. is installing a 22-ft., 10-ton scale and Strong-Scott Air Dump.

Cresbard, S. D.—The Cresbard Grain Co. has bot the plant of the Farmers Elvtr. Co. and will remodel it.

Buffalo Gap, S. D.—E. C. Smott, who recently bot the interest of his partner, W. F. Nolan, in the Black Hills Grain & Seed Co., will continue to operate under the same name.

Chamberlain, S. D.—The Chamberlain Mill & Elvtr. Co. is installing two Strong-Scott Style A Head Drives and doing a general overhauling, the work being done by the L. D. Wait Co.

Canning, S. D.—G. H. Kleinschmidt of Blunt has bot the local elevator of Frank Pettyjohn. W. S. Nye will remain in charge temporarily. Mr. Pettyjohn owns elevators at Pierre and Harrold.

Groton, S. D.—M. E. Stevens of Minneapolis has succeeded John Schlagel as manager of the Montana & Dakota Grain Co. The latter has been transferred to the company's elevator at Leola, S. D.

## SOUTHEAST

Clarksburg, W. Va.—Geo. W. Duncan, for a number of years with the Standard Mlg. Co., which includes an elevator, died recently.

Leesburg, Va.—The newly organized Leesburg Grain & Feed Co., Inc., has bot the plants of the W. S. Jenkins Grain Co. here and at Ashburn, taking possession May 15.

Atlanta, Ga.—W. Barney Estes, aged 41 years, died recently after an illness of only a few hours. Mr. Estes was formerly connected with the W. S. Duncan Grain Co., withdrawing from that firm to help form the Waldrop-Estes Grain Co., which later became the Smith-Estes Grain Co.

Atlanta, Ga.—J. K. Lewis, who formerly operated as the Crescent Pea & Bean Co., will serve a five-year term in the penitentiary for using the mails to defraud. Lewis was convicted and sentenced two years ago but appealed for probation which was denied. He was indicted and sentenced on a similar charge 12 years ago. In his appeal Lewis asked for probation principally to support his wife and children. The judge reminded him he should have considered other men's families during his fraudulent operations.

## TENNESSEE

Nashville, Tenn.—The Gillette Grain Co. has started work on its 250,000-bu. concrete elevator.

Elkton, Tenn.—T. Marion Stevenson, manager of the Elkton Grain & Mlg. Co., has announced his intention of running for state representative from Giles County.

Franklin, Tenn.—Sam M. Fleming, aged 67, for 20 years in the grain business, died recently. Mr. Fleming operated under the firm name of S. M. Fleming & Co.

Tullahoma, Tenn.—Eli S. Roberts, aged 68, founder and owner of the Middle Tennessee Mlg. Co., which includes an elevator, died recently after an illness of several months.

Murfreesboro, Tenn.—We have closed our local office.—J. R. Hale & Sons.

Tullahoma, Tenn.—An exposing fire in an adjacent building was the cause of a small loss to the mill plant of the Middle Tennessee Mlg. Co. recently. The firm also has an elevator.

Newbern, Tenn.—The Pay Day Mills Co. has taken over the plant of the Newbern Mlg. Co. and will make feeds and blend flour. A J-B Mill is being installed.—E. A. Robertson, mgr.

Nashville, Tenn.—James W. Crutcher, who established the Crutcher Grain Co., and prior to that was a member of the McLenmore-Crutcher Grain Co., died recently. He had not been in business the past few years.

Murfreesboro, Tenn.—Our main elevator building burned the night of March 30 and we sustained a loss of about \$30,000 with only \$19,500 insurance. The cause of the fire was attributed to a hay grinding machine. The insurance was paid in full. We began rebuilding under our own supervision Apr. 17, H. F. Leonhard being the architect. We are building five separate buildings consisting of three-story elevator buildings, 40x60 ft. warehouse, 30x40 ft. warehouse for corn sheller, 20x30 ft. hay grinding room, and 15x20 ft. sacking room for ground hay, these units being connected by conveyors to the main building. The buildings are to be iron clad on concrete foundation, the main building to have a concrete basement.—B. E. Roberts, pres., Shawnee Mill & Grain Co.

## TEXAS

Ralls, Tex.—The new plant of the Ralls Feed Mill is now in operation and manufacturing poultry and dairy feeds.

Gruver, Tex.—A. Laird is building a 32,000-bu. elevator constructed so an additional unit of 32,000 bus. may be added later.

Stinnett, Tex.—The Borger-Morrow Grain Co. is building an elevator, the work being done by the White Star Construction Co.

Dallas, Tex.—The capital stock of the Perry Burrus Elvtrs. has been increased to \$325,000 common stock and \$25,000 preferred stock.

Dallas, Tex.—J. Perry Burrus, pres. of the Burrus Elvtrs., has been re-elected a member of the board of directors of the United States Chamber of Commerce.

Lubbock, Tex.—L. T. Cofer, until recently manager of the Crystal Palace Flouring Mills at Weatherford, is now manager of the Lubbock Elvtrs. for the J. C. Crouch Grain Co.

Idalou, Tex.—Farmers of the vicinity are considering building an elevator for this year's crop. W. I. Peters, field man for the Texas Wheat Growers Ass'n, is soliciting stock among the farmers.

Panhandle, Tex.—We have a 15,000-bu. frame house under construction. This is to be operated in connection with a 10,000-bu. house we have here, being the C. B. Cozart house.—W. B. Johnston.

Hart, Tex.—Contract has been awarded to the Roberts Construction Co. for a 25,000-bu. elevator which will be completed in time to handle this year's crop. D. D. Whitlow of Kress will manage the new elevator.

Glazier, Tex.—I have sold my elevator at this point to C. B. Cozart Grain Co. of Amarillo. Now I have only three left in my line, Higgins and Darrozzett, Tex., and Goodman, Okla.—J. T. Patton, J. T. Patton Grain Co.

Plainview, Tex.—A. P. Hughston, owner of the Hughston Grain Co. of Plano, has opened a branch office here to handle carlots of grain and seed. I. T. Hughston will be associated with his father in the management of the Plainview office.

Texas City, Tex.—Plans for enlarging and improving the Texas City Elvtr. are being made by Jas. Stewart & Co. The working house will be remodeled and enlarged, a modern shipping gallery will be installed and additional storage bins provided.

Cuyler, Tex.—We have remodeled our elevator, putting in new foundation and concrete bottom and increasing the capacity. A Fairbanks-Morse Gas Engine was installed. This house was formerly owned by C. B. Cozart.—W. B. Johnston.

## UTAH

Ogden, Utah.—Construction has started on the addition to the Royal Mlg. Co.'s elevator which will increase the capacity from 400,000 to 700,000 bus.

Tremonton, Utah.—The Box Elder County Warehouse Corporation has been organized with a capital of \$10,000. The company plans to build a grain warehouse at Lampo, Utah, for handling this year's crop.

## WASHINGTON

Palouse, Wash.—A warehouse belonging to the Inland Empire Mlg. Co. burned recently.

Creston, Wash.—C. A. Conner of Palouse is the new manager of the Farmers Union Co.

Douglas, Wash.—The Farmers Grain & Mlg. Co. will rebuild its elevator which burned last winter.

Govan, Wash.—The Farmers Warehouse Co. has let a contract to Louis Delhury for a warehouse to replace the one which burned a year ago. The new structure will cost \$21,000, and work will start at once.

Seattle, Wash.—Preparation of plans and specifications is being made for the 1,000,000-bu. terminal elevator to be built by the Port of Seattle at Smith's Cove. The John S. Metcalf Co. is the designing and consulting engineer.

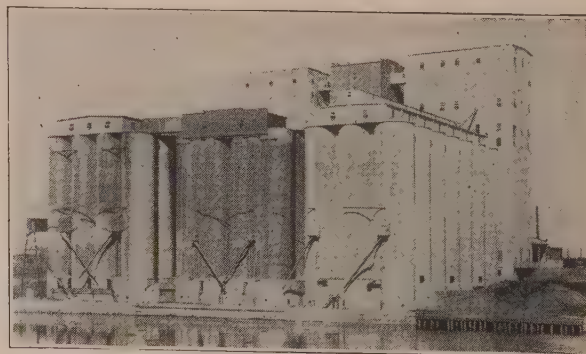
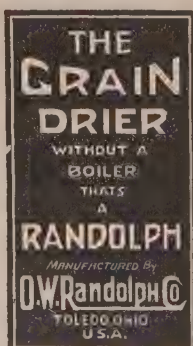
Walla Walla, Wash.—Speakers at the annual meeting of the Pacific Northwest Grain Dealers Ass'n, to be held here June 15-16, will include Wm. A. Schoenfeldt, Portland, representative of the U. S. Dept. of Agri., Prof. E. F. Shaffer of the Washington State College, and Paul Benedict, Seattle representative of Kerr Gifford & Co., Inc.

Davenport, Wash.—The Washington Grain & Mlg. Co. of Reardan has bot the warehouses of the Davenport Grain Co. here and at Omans, taking possession July 1. The Washington company has had the Sperry Flour Co.'s warehouse in Davenport leased for several years and this lease will expire June 30. It is reported that the Sperry company will manage its own office and warehouse here after July 1. The Washington company will begin at once the construction of a large grain elevator at the newly acquired site. The Davenport Grain Co. was organized in 1907 by W. O. Mansfield, who has not announced his future plans.

## Panhandle Laboratories

Official for Amarillo Grain Exchange

Box 2406 118 Central Bldg. Amarillo, Texas



Consolidated Elevator, Fort William, Ontario.  
1,500,000 bushels capacity.

This plant is equipped with a Randolph Direct Heat Grain Drier



## WISCONSIN

Antigo, Wis.—The Hirt Bros. Mfg. Co. is dismantling its flour mill and equipping it for the production of poultry and dairy feeds.

New Richmond, Wis.—The St. Croix Shipping Ass'n has bot the buildings of the Powdered Milk Plant and will use the main building as a grain elevator, feed mill and warehouse.

Milwaukee, Wis.—Osborne Goodrich has been transferred to the Archer-Midland-Daniels Co. at Minneapolis. He was treas. of the Wm. O. Goodrich Co. which was bot recently by the Archer-Daniels-Midland Co.

Milwaukee, Wis.—Notice of suspension of trade was sent out May 19 by the Hadden Grain Co. The notice said: "Owing to our inability to realize quickly on outstanding accounts we are obliged to close down all trades for the time being. We will issue a statement within a few days."

Milwaukee, Wis.—Memberships in the Chamber of Commerce are being cut down gradually. At the beginning of the new fiscal year there were 260 members of which 14 were deceased, 13 having died during the past year. Eight members forfeited their connection by failing to pay one or both installments of their membership dues. Memberships forfeited in the preceding year totalled 25.

## WYOMING

Greybull, Wyo.—The Greybull Elvtr. Co. has been incorporated by Paul B. Hughes, pres.; Howard Flitner, vice-pres.; Earl B. Reilly, sec'y-treas. and manager. The new company has taken over the Flitner Elvtr., and will do a general elevator business and handle grains of all kinds. The company plans to erect a large warehouse to be used as a cleaning plant and storage room for beans.

Wheatland, Wyo.—The Cheyenne Elvtr. of Cheyenne has bot the Farmers Elvtr. here, also at Slater, Wyo. These elevators were bot from the Denio-Barr Mfg. & Grain Co. at Denver, Colo. The new owner will take possession June 1. Truck dumps are being installed in both elevators and extensive improvements are being made at this place, including new coal sheds and a warehouse 28x80. A hammer mill will be installed. Geo. Duerr will be manager in charge of both places. The Cheyenne Elvtr. has had the Wheatland Roller Mill leased for the past year and Mr. Duerr has been with the company as manager of the mill. The Cheyenne Elvtr. will not operate the mill after the lease expires.—Fred Richardson, ass't mgr., Cheyenne Elvtr., lessees Wheatland Roller Mill.

## Unloading Constitutes Acceptance.

Dorsey Grain Co., Fort Worth, Tex., plaintiff, v. Denton Milling Co., Denton, Tex., before Arbitration Com'te of Texas Grain Dealers Ass'n, composed of J. S. Criswell, W. L. Newson and O. M. Hughston.

This claim is filed by the Dorsey Grain Co. against the Denton Milling Co. for \$41.03 as a result of a sale by the Dorsey Grain Co. to the Denton Milling Co. of one car of wheat, contract showing that the wheat was sold basis delivered Galveston for export. Account sales were made on the car on the basis of 38½¢ freight rate claimed by the defendant and the defendant also arbitrarily made a deduction of 2¢ per bushel on account of car being shipped interstate with billing applied. There is \$10.00 brokerage on two other cars which the plaintiff sold for the defendant and which the defendant admits owing.

The Com'te has checked up the export rate and finds that 36¢, as claimed by the plaintiff, is correct instead of 38½¢ claimed by the defendant; hence the defendant is due the plaintiff \$13.30.

The evidence shows that the defendant unloaded the wheat without complaint and arbitrarily charged the plaintiff with 2¢ per bushel, as above, and the Com'te holds that in doing this, the defendant accepted the wheat and has no claim against the plaintiff on this account and further, that he wasn't entitled to charge the plaintiff anything under the terms of the contract. The amount on this part is \$17.73.

Therefore, the Com'te finds for the plaintiff for the amount claimed, \$41.03, and plaintiff is instructed to cash a check received on account for \$9.30 as a credit against this award.

Therefore, the defendant, the Denton Milling Co., is instructed to immediately pay to H. B. Dorsey, Secretary, at Fort Worth, \$31.73, the difference, and the Secretary is instructed to return the arbitration fee of the Dorsey Grain Co. in this case and the arbitration fee of \$7.50 assessed against the Denton Milling Co.

## Supreme Court Decisions

### One Not a Party to Contract Cannot Sue.

—Where one firm advanced payment in consideration of delivery of grain to another firm, and defendant having failed to deliver grain, firm making advance sought to recover for such failure, held that fact it furnished money was not sufficient to give it any right to sue either on the contract or for money had and received.—*Agate Irrigation & Land Co. v. Sigman*, Supreme Court of Colorado. 266 Pac. 209.

**Landlord's Lien.**—Landlord held not entitled to lien on tenant's cotton crop for money advanced tenant to make pleasure trip to visit his kinsfolk, since advance, to be lienable under Crawford & Moses' Dig. § 6890, must be made to enable tenant to make and gather his crop, and lien of attachment on cotton in landlord's possession therefore took priority over landlord's claim.—*Ethridge v. Bird Bros.* Supreme Court of Arkansas. 4 S. W. (2d) 8.

**Warehousemen.**—Where seed company stored seed with warehouse and negotiated warehouse receipts to bank as collateral security on note, bank as pledgee acquired sufficient title as against warehouse company to support action against company for value of seed after seed had been fraudulently withdrawn by seed company without surrendering warehouse receipts.—*Augustus Warehouse Co. v. Georgia Railroad Bank, in re, N. L. Willett Seed Co.* Supreme Court of Georgia. 142 S. E. 559.

**Bran Takes Bran Rate, Not Feed Rate.**—Where published tariffs of carrier contained designations, "bran, other than flax," and "feed, mill," and interstate shipment was included within both designations, held that, applying the rules of statutory construction, the rate applicable was that named for "bran, other than flax," which was the most specific, where it clearly appeared that tariff was compiled on theory of segregating certain specific commodities and giving them specified rates of their own.—*Pillsbury Flour Mills Co. v. Great Northern Ry. Co.* U. S. Circuit Court of Appeals. 25 Fed. (2d) 66.

**Stock Agreement Not Applicable to Cotton Margin Account.**—Written agreement between cotton brokers and customer authorizing brokers, when they deem it necessary for their protection to sell or buy any "securities" which they may be carrying for customer, without notice to or demand on customer, held not to authorize purchase of cotton futures on customer's account to enable brokers to deliver cotton which customer had sold short and thereby close out his account; word "securities," though in its broadest sense including bonds and other promises to pay money and corporate stocks, not including contracts for delivery of cotton on a future date.—*Rosenthal v. Brown.* Court of Appeals of New York. 160 N. E. 921.

**Pool Not Empowered to Loan Money.**—In an action by a wheat growers' association to recover from one of its members for failure to deliver wheat to the association in accordance with his contract, the record considered,

and held that the member who had signed a written application for membership, stating that "he had read the articles of incorporation, by-laws, original association agreement and standard marketing agreement of the association; that he understands and approves them and accepts them as binding upon him in all their terms," is bound to take notice of the limitations of the corporation's powers, and that it was not within its powers to loan him money to liquidate pre-existing indebtedness.—*Kansas Wheat Growers Ass'n v. Rowan.* Supreme Court of Kansas. 266 Pac. 101.

## Supply Trade

Moline, Ill.—K. I. Willis Corp. is sending to its friends in the trade an ash tray, a replica of the "Superior" patented elevator cup.

Grand Rapids, Mich.—The office of Allis-Chalmers Mfg. Co. has been moved to 310 Building and Loan Building. The office is in charge of G. C. Culver and is a branch of the Detroit office.

**Direct by mail** solicitations may occasionally bring inquiries in satisfactory number, but if the same copy for circulars or letters is used by your competitors your mailing of it is not likely to be read. Recipients will have seen it several times before your copy arrived.

Toledo, O.—The O. W. Randolph Co. announce the Randolph Unit Drier for the handling of wheat, direct from the combine harvester thresher. The Randolph Aerofin Coils which are made of brass and copper are nine times lighter and only occupy one-third the space of the old type coils commonly used on steam driers. The double automatic recording temperature control which regulates and records the temperature of the air going to the grain and the temperature of the grain in the drier.

In the presence of representatives of King Fuad and cabinet members, Mrs. Ruth Litt of New York April 12 unveiled a tablet in Cairo, Egypt, in memory of the late William Dana Ewart, inventor of the link-belt chain and founder of the Link-Belt Co. in Chicago in the years following the Chicago fire in 1871. He died in 1908 but had retired from active life many years before his death. His retirement was spent mostly in Egypt, where he followed his favorite hobby of studying Egyptian archaeology. The memorial building was given to the American university in Cairo by his granddaughter, Mrs. Orville Davies of Boston.

Utica, N. Y.—The death of Arba L. Williams at his home in Utica on April 6th was a distinct shock to his many friends in the grain trade. Altho he had been in poor health for the past six or eight months, nothing serious was anticipated, and the end came very unexpectedly to his friends and associates. Born in Western New York 58 years ago, practically all of Mr. Williams' life was devoted to the milling trade. As a young man he worked with his father, an expert millwright, in many mills in New York, Pennsylvania and Ohio. Later he was associated with the Erie Railroad for a few years, having charge of various construction jobs. For the past 23 years he was with the Munson Mill Machinery Co. Starting as a salesman, he rose to the position of Vice-President and Chief Engineer, which office he held at his death. Many will remember him for his pleasing personality, for the keen interest he took in their machinery problems, and for his unquestioned engineering ability.

The Norwegian government intends to re-assume the control of the grain and flour buying in that country according to report. The report stated that it was not yet known when the change from free buying to the monopoly by the government will take place.

## Grain Claims Bureau, Inc.

Box 687, Station A. Champaign, Ill.

Freight claim savings of \$100.00 or more per year, are worth making. Audits are made on a percentage basis; no other costs whatever. If examination of your shipping records is permitted, it will save you money.

W. S. Braundt  
Aud. and Treas.  
Champaign, Ill.

Harry J. Berman  
General Counsel  
Chicago, Ill.



**Panhandle Grain Dealers Meeting.***[Continued from Page 630]*

the City of Amarillo, and the hotels for the hospitality accorded us during our visit here.

**In Attendance.**

FROM OKLAHOMA CITY was John A. Mugg.

DALLAS sent Ben F. Smith, E. C. Paxton and B. T. Erwin.

FROM COLORADO was C. L. Noun, of Glenwood Springs, Colo.

FROM SAN ANTONIO were Martin and Walter Giesicke and F. I. White.

WICHITA, Kans., was represented by Tom Curless of the Star Engineering Co.

KANSAS CITY'S sole representative was O. A. Severance, of Vanderslice-Lynds Co.

FORT WORTH was represented by Jule G. Smith, Sam Strader, C. S. Elliott and G. B. Hogan.

THE PLAINVIEW delegation included John B. Wallace, Ed. N. Noble, A. C. Hughston, L. F. Cobb, A. G. Xenia and Ben F. Smith.

THE AMARILLO HOSTS included: J. K. Baker, J. N. Beasley, M. C. and R. L. Roberts, R. F. Pruitt, T. A. Fairy, H. L. Kearns, F. G. Barefield, L. F. Cobb, Plainview; M. E. Mugg, H. C. Adams, C. M. Henderson, J. H. Winters, P. N. Montgomery, Lester Stone, A. S. Stinnett, I. D. and S. J. Cole, U. S. Strader, W. A. Barlow, Tom King, Eugene S. Blasdel, J. A. McCaul, F. B. Pool, C. B. Cozart, Y. H. Sparrow, H. E. Greenhill, Bob Yeager, V. G. Hill and John F. Ross, chief inspectors, and G. R. Dunning of the Panhandle Laboratories.

SHIPERS PRESENT included: Wm. Ash, Canyon; W. C. Collins, Channing; D. and Tom Connally, Clarendon; E. G. Schuhart and B. E. Lovelady, Dalhart; R. T. and John Gischler, Friona; J. A. Barnett, T. G. Fields and C. R. Slay, Groom; C. T. Smithee, Hale Center; E. W. Harrison and E. E. Fridley, Hereford; John E. Elliott, Kress; T. E. Arnold, Muleshoe; L. C. McMurtry, Pampa; R. L. McClelland, Spearman; F. E. Boesen, Sudan; John E. Davis, Summerfield; C. O. Byrnes and J. A. Abernathy, Tulia; Vernon Shields, Vega; Ben Martin, Vernon, and J. L. Brooks, White Deer.

The grain dealer who prospers by handling grain on too small a margin when all other grain dealers are striving for a fair and legitimate profit is the worst off of any when the others set out to follow his example.

**State Inspection Inaugurated at Birmingham.**

Federal-State hay inspection was inaugurated at Birmingham, Ala., on May 10, 1928, by the Alabama Department of Agriculture and Industries in cooperation with the U. S. Bureau of Agricultural Economics. This service has been established under an amendment to the Alabama Agricultural Code, passed at a special session of the Alabama legislature in 1927. The Alabama Department of Agriculture and Industries takes over the inspection work at Birmingham which was formerly conducted by the Birmingham Chamber of Commerce. Hay arriving at Birmingham hereafter will be inspected in accordance with U. S. standards by the Federal-State inspectors of the Alabama Department and arrangements have been made whereby the hay can be plugged out and complete inspections made in most cases. The new State organization will also handle the grain inspection work which formerly was handled by the Birmingham Grain Exchange.

Mr. W. H. Binkley, formerly assistant supervising hay inspector for the U. S. Bureau of Agricultural Economics at Kansas City, has been appointed chief inspector by the State of

Alabama and will be assisted in the grain inspection work by Mr. M. J. Kendrick, formerly inspector for the Birmingham Chamber of Commerce. Mr. Binkley has also had wide experience in grain inspection, having been connected with the Grain Inspection Department at Nashville, Mobile and Jacksonville at various times.

Resorting to price cutting does not permanently attract customers and no profit accrues from selling below cost and handling margin.

**LIGHTNING**

The season of the year when this greatest of hazards is prevalent is here. Is your grain elevator protected?

The Dodd System of Lightning Protection prevents Lightning Losses. Full credits on Insurance allowed in every instance. Every job guaranteed.

*Write for information*

**DODD & STRUTHERS**  
DES MOINES, IOWA

**FIRE**

can quickly consume your business, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

**Carbondale Fire Protection Co.**  
Carbondale, Penn.

**Selection of Risks**

is essential to the security of an insurance company.

**Selection of an Insurance Company**

is just as essential to the security of an assured.

*The "MILL MUTUALS" fulfill the most rigid requirements.*

Write your insurance company or this office for details.

**Mutual Fire Prevention Bureau**

230 East Ohio Street  
Chicago, Illinois

**Western Grain Dealers Mutual Fire Insurance Company**

DES MOINES, IOWA

J. A. KING, President  
A Legal Reserve Mutual Fire Insurance Company

**TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO.**

LUVERNE, MINN.

We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property. OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS

**ASK ABOUT OUR SAVING PLAN**

E. A. Brown, Pres.  
W. J. Shanard, Vice-Pres.

W. Z. Sharp, Treasurer  
E. H. Moreland, Secretary

**Those Elevator Owners**

who are going through next harvest with a minimum of operating trouble are now installing anti-friction bearings on their equipment, particularly their head shafts. Such an installation means a decided lowering of power and maintenance costs besides preventing interruption of business caused by breakdowns or fire due to bearing failure.

**GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO.**  
INDIANAPOLIS, INDIANA

J. J. Fitzgerald  
Secretary-Treasurer  
Indianapolis, Ind.

C. R. McCotter  
Asst. Secy. and Western Mgr.  
Omaha, Neb.



## Seeds

**Winona, Minn.**—The Northern Field Seed Co. has installed a disc separator.

**Sedgwick, Kan.**—The Sedgwick Alfalfa Mills has built a 40x60 ft. seed warehouse.

**Cedar Rapids, Ia.**—The plant of the Hamilton Seed & Coal Co. was damaged by fire recently.

**Quincy, Ill.**—The Quincy Seed Co. incorporated; capital stock, \$10,000; by Emil A. Watson, Edna S. Watson and Mark A. Penick.

**Minneapolis, Minn.**—The Minneapolis Seed Co., Northrup, King & Co., and the Albert Dickinson Co. have each installed a disc separator.

**Chicago, Ill.**—The W. W. Barnard Co. will remove July 1 to 17 South Wells street, around the corner from its present quarters where it has been for the past 15 years.

**Media, Ill.**—The E. G. Lewis Seed Co. has filed a petition in bankruptcy, listing liabilities of \$28,086.26 and assets amounting to \$25,444.53. Creditors will hold a meeting May 31 at Peoria.

**Evansville, Ind.**—Wholesale and retail seed dealers report their trade has shown a marked improvement during the past few weeks. Trade in fact has been much better than it was last year.—C.

**Denver, Colo.**—Harry C. Stephens has succeeded Bruce Lampson, resigned, as manager of the Colorado Bean Growers Ass'n. Mr. Lampson will devote his time to co-operative work in other states.

**Evansville, Ind.**—Christian Hartman, 75 years old, for many years engaged in the wholesale and retail seed and feed business, is dead at his home here. He was in business for 45 years and recently the business was taken over by his brother.—C.

**New Orleans, La.**—Altho the speakers have not been announced, the program of entertainment for the 10th annual convention of the Southern Seedsmen's Ass'n has been arranged. On the first day, June 21, a buffet luncheon will be served at the home of the Reuter Seed Co., and the annual banquet in the evening at the Louisiana restaurant. On Saturday there will be an outing at John's Farm.

**Seeding more** than 2½ bus. of oats to the acre resulted in a 5-bushel greater yield, according to an experiment conducted by the Wisconsin College of Agriculture. Three bus. of seed oats per acre gave the maximum yield. For corn, nine pounds of seed per acre, whether drilled or checked in for grain, gave the highest yield. Larger yields are obtained when varieties of seed are used that are adapted to the local area.

**Colorado Springs, Colo.**—Fred Simpson, representing the Colorado Seed Dealers Ass'n, C. B. Seldomridge, representing the Denver Grain Exchange were among those present at a conference recently to form a state organization to carry on the Colorado Pure Seed Show. Another meeting to perfect the organization will be held in the Chamber of Commerce June 16 in the office of J. C. Hale, who has been sec'y and manager of the show.

**Portland, Ore.**—The Pacific States Seedsmen's Ass'n will hold its annual meeting May 31 to June 2 in the Portland Hotel. Addresses will be delivered by E. O. Pieper on "Organization," C. D. Cropper on "Accounting Methods," J. M. Bomberger on "Seed Legislation," and by other good speakers on subjects of interest to handlers of vegetable and flower seeds. P. B. Kelly will speak on "Certification of Alfalfa." June 2 has been set aside for a sight-seeing trip around Mt. Hood.

A Chilean decree, effective June 1, 1928, requires seed of corn and sorghum for planting to be completely free from tassels, stalks and other forage remnants. Use of hay, straw and other forages for packing is prohibited, the purpose being to keep out the European corn borer.

### Noxious Seed Spreading in Indiana.

Between Sept. 1, 1926, and July 1, 1927, seed inspectors visited seed dealers in all sections of Indiana and collected 1,416 official samples of seed. Complete analyses of these samples were made and reports were sent to the retail dealers as well as to the distributors of the seed. In addition 2,787 free test samples were analyzed.

During the past two years refunds amounting to \$775.16 were paid by the seedsmen to the consumer.

The seed sampled during 1927 was of better quality than that of previous years, especially the red clover. A large part of the seed sold in the state could be greatly improved by proper cleaning. The average number of noxious weed seeds is much too high in a number of the classes of seed and shows clearly that much of the seed was not cleaned or only partially cleaned.

The alarming spread of noxious weed seeds on Indiana farms cannot be expected to be checked until the farmer realizes the seriousness of the situation and insists on the purchase of clean seed. One must not be misled to believe that this is a true average of the quality of any one class of seed sold in the state, since seed of suspected were sampled more frequently and represented lots of much smaller amounts than did the good lots.—Circular No. 149, Agricultural Experiment Station, Purdue University.

### Corn Stalk Products Plant to Kansas City.

For a number of years there have been rumors about utilizing corn cobs and corn stalks.

Mythical utilization plants have been bait for fake stock-selling schemes. Some even went so far as to import a carload of corn cobs. Many grain dealers will recollect that back in the dim past they paid freight on a carload of cobs and stalks to some place or other, the recipient thereof having gone out of business since the shipment was solicited.

It was not until Dr. E. R. Darling, of Decatur, Ill., a noted chemist and intermediary, long on the staff of the Du Pont organization, the Williams Sealing Corporation, the Illinois Central, and dozens of other corporations of similar size and importance, made a thoro investigation and survey of the project that much credence was given to the enterprise. Thru some of his connections, ground corn cobs are and have been substituted for cork in many commercial places.

The Corn Stalks Products Co. of Danville, Ill., was founded for the purpose of promoting the industry, the first announced task being to make cellulose of the stalks. From cellulose even paper, rayon silk, lacquer, etc., can be made. But all these conversions require a factory.

The new factory at Danville is about to be opened, according to Frank L. Gardner, general manager. The company is also building a factory in central Arkansas for the conversion of cottonseed into cellulose.

The Kansas City Chamber of Commerce, looking toward making that market the largest in the country, is negotiating for the establishment of a conversion factory in that city, for making wallboard, following expressed intentions from Danville of expanding westwardly.

Estimated prices per acre of stalks run from \$1 to \$4, at Kansas City. The additional income will hardly be scorned by the farmer, nor the handling charges by elevator men.

### Buffalo's Position on Federal Grades.

Fred E. Pond, secretary of the Buffalo Corn Exchange, told the Senate Com'te on Agriculture that serious losses are caused to buyers at Buffalo of grain, the grade of which is lowered upon arrival in Buffalo from that given by the inspectors at shipping points, altho there was no deterioration of the grain in transit.

"The privileges granted under the Grain Standards Act permitting shipment of grain from one non-inspection point to another without official evidence of the true grade of the grain, is wrong in principle, is granting preferential privileges, is unfair competition and leads to abuse of a privilege granted only to avoid attack on the constitutionality of the act.

"To illustrate, if No. 3 yellow corn is purchased in Chicago, it should in all respects be No. 3 yellow corn on arrival at Buffalo, except for the possibility of the grain getting out of condition. Under present circumstances when it arrives at Buffalo it is often adjudged No. 4. My suggestion to correct the Buffalo situation is to centralize the inspection force at Chicago."

Mr. Pond recommended a regulation that would prevent any shipper regardless of location and outside of an established grain terminal market, from selling, delivering or procuring payment for any of the grades of grain established by the agricultural department unless the grade should have been established by licensed inspectors at the point of shipment or destination or at some intermediate point.

Laws restricting the amount of business a co-operative may transact for non-members, would force some concerns out of business, if enforced. Under whatever name organized it would be safer to apply for a charter as a private corporation. The Union Equity Exchange Co., Enid, Okla., is a buying and selling agency for five farmers companies; and during the fiscal year 1927-28 it did \$318,539 business for members and \$825,913 for non-members. In the first year of its operation beginning June, 1926, the company did \$4,760,000 for members and only \$167,446 for non-members.

## Directory

### Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

**AMARILLO, TEXAS.**

Hardeman-King Co., field seed merchants.

**BALTIMORE, MD.**

Wm. G. Scarlett & Co., wholesale and merchants.

**CHICAGO, ILL.**

Johnson, Inc., J. Oliver, field seeds.

**CINCINNATI, OHIO.**

McCullough's Sons, The J. M., field and garden seeds.

**CONCORDIA, KANS.**

The Bowman Seed Co., wholesale field seeds.

**COUNCIL BLUFFS, IOWA.**

Council Bluffs Seed Co., seed corn, nothing else.

**CRAWFORDSVILLE, IND.**

Crabbs Reynolds Taylor Co., grass and field seeds.

**FT. WAYNE, IND.**

Kraus & Apfelbaum, field seed dealers.

**KANSAS CITY, MO.**

J. G. Peppard Seed Co., field seed merchants.

Rudy-Patrick Seed Co., field seed merchants.

Tobin-Quinn Seed Co., Missouri Blue Grass.

**LIMA, OHIO.**

Ackerman Co., The, wholesale grass field seeds.

**LOUISVILLE, KY.**

Louisville Seed Co., clover and grasses.

**MILWAUKEE, WIS.**

Courteen Seed Co., field seeds.

Kellogg Seed Co., field and grass seeds.

North American Seed Co., wholesale grass & field seeds.

Teweles Seed Co., L., field and grass seeds.

**MINNEAPOLIS, MINN.**

Minneapolis Seed Co., field seed merchants.

Northrup King & Co., field seeds.

**ST. LOUIS, MO.**

Cornell Seed Co., field-grass-garden seeds.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.



## Grain Carriers

Surplus box cars on Apr. 30 totaled 134,000.

**Lubbock, Tex.**—The 200 miles of the Fort Worth & Denver Railroad from Estelline to this city, were completed May 17, after 2 years' construction.

**Patrick J. Farrell** of the District of Columbia has been nominated by President Coolidge as a member of the Interstate Commerce Commission, succeeding John J. Esch.

**Kansas City, Mo.**—At an election on May 8 the voters of Kansas City voted favorably on a proposed bond issue of \$500,000 to build docks for marine traffic on the Missouri river at the local port.

**Loadings** of grain and grain products during the week ending May 5 amounted to 43,741 cars, an increase of 3,166 over the corresponding week a year ago, and 7,412 over two years ago.

**Lyons, Neb.**—The C. St. P. M. & O. R. R. Co. has applied to the state railroad commission for authority to make rates of 13½c on wheat and 12c on oats between Lyons and Omaha, to compete with the Burlington.

**The Santa Fe** proposes to construct a line 34 miles long to reach a point near Houston, Tex., in the sulphur district. The Southern Pacific has offered trackage that would cut down the Santa Fe's new construction to 19 miles between Magnet and Needville.

**Baltimore, Md.**—The Western Maryland Railway Co. has opened an office in the Chamber of Commerce Bldg. in the interest of its grain-carrying business. The office is in charge of Wm. H. Noyes, ass't to the vice-pres.

**Detour, Mich.**—The steamer John Ericsson was wrecked and her cargo of 200,000 bus. of grain practically all lost when the ship was rammed by the steamer A. F. Harvey during a heavy fog on May 17. The Ericsson was bound for Buffalo and the Harvey for Toledo.

**Buffalo, N. Y.**—The first cargo of grain to arrive here this season was on the steamer "Utica" which came in May 5 with corn from Chicago. Twelve other vessels arrived on the following day, most of them with grain. They had to contend with a large amount of ice at this end of the lake.

**Washington, D. C.**—Samuel S. Sandberg of California was nominated by President Coolidge, May 19, to be a member of the United States Shipping Board, succeeding P. S. Teller, also of California. Two days previous the President nominated Hutch I. Cone of Florida to succeed the retiring Wm. S. Benson.

**Hale Center, Tex.**—The Fort Worth & Denver Railroad will oppose the proposed extension of the Santa Fe from Hale Center to Palmerton. Work on the Denver extension from Estelline, reaching into the South Plains to Plainview, Lubbock, Silverton and Dimmitt, is making good progress. The right-of-way of the new line is expected to be completed some time in July.

**Rates from Mississippi Valley** points to the Pacific Coast will be reduced to a competitive basis under a tariff made effective May 31 by the Illinois Central Railroad under a joint thru schedule via New Orleans, the Panama Canal and the Redwood ship line. The initial tariff applies only to iron and steel products, soap, lye and canned goods, but will have a far-reaching effect in enabling the central states to compete with the eastern manufacturers reaching the coast thru the Panama Canal.

### File C., M. & St. P. Claims by June 30.

All unpaid claims against the receivers of the Chicago, Milwaukee & St. Paul Ry. Co., where the cause of action arose during the period of the receivership, Mar. 18, 1925, to Jan. 13, 1928, inclusive, must be filed by June 30, 1928, by order of the U. S. District Court.

Claims should be presented in the form of a petition of intervention, copies of which may be obtained from the railroad company, in triplicate. The petition may be filed with the railroad company by mailing to W. W. K. Sparrow, vice-pres., C., M. & St. P. Ry. Co., Union Station Bldg., Chicago. No fee is required for such filing.

As to refund claims, J. S. Brown, manager of the transportation department of the Chicago Board of Trade suggests that all C., M. & St. P. freight bills should be used at once, if possible; and that petition of intervention be filed prior to June 30, covering all claims not paid prior to that time, and in addition a list of the inbound freight bills paid, which remain unused for reshipments.

### Barge Line Bill Passes House.

The Denison bill, H. R. 13,512, was passed by the House May 17 and sent to the Senate. It authorizes the appropriation of \$10,000,000 in addition to the \$5,000,000 heretofore authorized to extend the operation of the Inland Waterways Corporation to the Illinois and Missouri River branches of the Mississippi River.

The bill directs the Interstate Commerce Commission to formulate a schedule of joint rail and water rates.

Geo. W. Edmonds, manager of the Port of Philadelphia Ocean Traffic Bureau, says of this bill: "There is nothing sound or economic in the proposal to extend the activities of this Government owned corporation.

"Complaint has been made by a very important Philadelphia industry that low rates over the Barge Line, of which they can never hope to avail themselves, is giving their competitors in the West an unfair advantage, first in the importation of raw material and again in the distribution and sale of the finished product.

"No one objects to the development of our water ways, but objection is justified where a government owned and subsidized project is taking business away from Philadelphia and where a profit is shown only by a method of bookkeeping where but 3% is credited for depreciation, nothing for capital account, nothing for taxes and nothing for insurance."

### Dating the Opening of Lake Navigation.

Judge Westenhaver in the federal court at Cleveland, O., signed a consent decree May 9 in the injunction suit against 31 owners and operators of vessels on the Great Lakes, charged with an unlawful agreement to postpone the opening of navigation from Apr. 15 to May 1.

Both sides to the litigation agreed that some disinterested party be named to set the date for the official opening.

The old rule of the Duluth Board of Trade, which has prevailed for many years, provided that navigation was open when the first boat arrived from the lower lakes. Charters made for loading within 10 days after the opening of navigation placed the burden of getting the boats to the elevator within that time upon the vessel owner, who had to take the risk of running thru the ice. The owners did so willingly until in recent years the insurance companies have attached a co-insurance clause on damage from ice, requiring the owner to stand the first 3 per cent of any loss. If the owners are to stand the loss due to bucking ice, they prefer not to do it, hence the attempt to agree upon a later opening.

Any official or semi-official announcement of the date of the opening will have no effect, as owners are not bound thereby. Opening is a fact dependent upon freedom from ice, and the aids to navigation such as spars, buoys and lights being in place.

### Grain Futures at Hamburg, Germany.

Grain dealers of Hamburg, Germany, have organized the Grain Ass'n, Inc., to inaugurate trading in grain for future delivery.

The banks of Hamburg have agreed to finance a clearing house, and the Chamber of Commerce aided in requesting the Hamburg Senate to change the regulations of the Hamburg Exchange, where a new com'te of ten members will represent the grain dealers.

"Infant mortality" of the European corn borer is about 85%, according to entomologists, who say that fewer than 15% of the very young larvae survive. It has been determined that weather conditions are important at this point in the life history of the borer, and it is quite likely that the presence of moisture in the right form at the right time is necessary for survival of the young larvae.

## HESS PNEUMATIC GRAIN DRIERS

*Used everywhere—*

## NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

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Hess Drier Company of Canada, Ltd.  
Theodore Kipp, Mgr.

68 Higgins Ave.

Winnipeg, Manitoba



# Feedstuffs

**Henry, Ill.**—Folk Bros. will install a feed mill for custom grinding.

**Eau Galle, Wis.**—The plant of the Miles Feed Mill burned recently.

**Arlington, Wash.**—R. W. Shaw has bot the business of the Ajax Feed Co.

**Mill Village, Pa.**—The feed mill of Wm. McMinn burned May 14 with a loss of \$30,000.

**Oil City, N. Y.**—The entire plant of the Duffee Feed Co. burned recently with a loss of \$50,000.

**Springfield, Mass.**—The Eastern States Farmers Exchange will build a \$200,000 office in West Springfield.

**Cochranon, Pa.**—Frank H. Beatty, aged 63, formerly connected with the Cochranon Feed Co., died recently.

**Milwaukee, Wis.**—The third annual convention of the Central Retail Feed Ass'n will be held here June 12-13.

**Davenport, Ia.**—The Clover Leaf Feed Co. has been incorporated with M. A. Brothers as pres. and M. E. Conn as sec'y.

**Beaver Dam, Wis.**—Colby Porter of Fox Lake was elected president of the Central Retail Feed Dealers Ass'n at its meeting here.

**Crete, Neb.**—Friends of Ed Kubicek, grain buyer for the Crete Mills for 20 years, gave him a party in honor of his long services recently.

**New Orleans, La.**—The International Cottonseed Crushers Ass'n held its annual meeting here May 14-19. Several hundred members attended.

**Charlotte, N. C.**—The Piedmont Feed Mills will erect a three-story stock feed manufacturing plant which will be equipped with the latest machinery.—P.

**Kosciusko, Miss.**—J. Niles Boyd of Memphis, Tenn., and J. O. Ashworth have organized the Attala Milling & Produce Co. A mill will be erected for the manufacture of mixed feeds.

**Buffalo, N. Y.**—Clifford F. Lane, a member of the local feed trade for a number of years, and formerly with the Hecker-H-O Co., is now associated with the Quisenberry Feed Mfg. Co.

**Cairo, Ill.**—The Graco Milling Co., of Sherman, Tex., cottonseed cake manufacturers, is installing machinery in the old Hollingshead warehouse which the company purchased recently.

**Minneapolis, Minn.**—The Ralston-Purina Co. has awarded a contract to the Jones-Hettelsater Construction Co. for the erection of additional grain storage of reinforced concrete which will cost \$110,000.

**Grand Island, Neb.**—The state railroad commission has authorized the Burlington and Union Pacific to establish a rate of 7c per 100 lbs. on beet sugar final molasses in tank cars between Grand Island and Central City.

**Galveston, Tex.**—The Galveston Rice Mfg. Co. plans to build an auxiliary to its plant for making feeds from rice by-products and Texas molasses. It will have a capacity of 100 tons, and is expected to be in operation by the beginning of the summer.

**Hartford, Mich.**—The Hartford Milling, Feed & Supply Co. incorporated; capital stock, \$15,000; A. Casteel and W. A. Kenny, principal stockholders. The new company has taken over the mill of W. A. Kenny which has been a landmark for 50 years. New machinery will be installed.

**Buffalo, N. Y.**—The Eastern Federation of Feed Merchants will hold its annual convention June 27 and 28 at the Hotel Statler, and 200 or more members and their wives are expected to attend. This is the third consecutive time the ass'n has met here.

**Dallas, Tex.**—C. D. Young has announced that he will build a new feed mill which will use the Little system of preparing sweetened grains for livestock feed. Another feed mill will be located at Big Spring and will be operated by A. M. Young, father of C. D. Young.

**Battle Creek, Mich.**—The Ralston Purina Co. started production in its temporary unit May 14, having been closed since the fire that destroyed the plant two months ago. As less room is available than formerly production will be carried on a 24-hour basis with two shifts until a new building can be constructed.

**East St. Louis, Mo.**—The Always-A-Head Mills, Inc., has started construction of its new feed plant. The main building, which will be 120x56 and 100 ft. high, will be of reinforced concrete at the base with the upper part of frame construction. It is expected the new plant will be in operation early in July.

**Average production per hen in Canada** increased from 78 in 1921 to 87 in 1927. The number of egg producing hens on farms increased from 25,755,356 in 1921 to 34,722,700 in 1927. The average value per dozen increased from 25 cents to 32 cents for a total value of \$40,968,841 in 1921 and \$80,110,010 in 1927. Domestic prices have ruled too high to allow for any great quantity of eggs being shipped out at the prices prevailing on world's markets.

**Urbana, Ill.**—Two of the largest soy bean milling companies in Illinois have contracted to buy a crop of 1,000,000 bus. at \$1.35 a

bushel from growers around Urbana. Fifteen counties will furnish beans. Under terms of agreement, the farmer, if he does negotiate to grow soy beans, is not compelled to ship his crop to either of the milling companies if he can obtain a higher price elsewhere. The guaranteed price is the minimum for No. 2 grade beans.

## Feeding Rations.

A manufacturer who has worked for 20 years finding out a good formula for feeding cows would be declared insane if he published it so that 1,000 small competitors could imitate it and sell the imitation for less money and put anything they wanted in to cheapen it, without detection or challenge. College professors are paid by the state to tell all they know but the makers of Worcestershire sauce, Royal baking powder and grape nuts are not running training schools for imitators.—R. W. Chapin.

Some have wondered whether the College Conference board simply rubber stamp any formulas submitted by the co-operative managers, or if they concoct them themselves. Another wonder is why has every (or nearly every) formula used had something in it unobtainable or unusable by the farmer, so that he can't possibly mix up a trial batch before he buys. Soy bean meal, peanut meal, distillers grains, et al., can't be bought in most feed stores. The farmer can't fool with molasses without regretting it.—R. W. Chapin.

Minerals are as essential as any other nutrients that enter into chick rations. During growth we are principally concerned in bone development. For best results, minerals in addition to the cereal grains and animal protein feed should usually be included. Among the mineral substances commonly used for this purpose are different forms of bone and high-grade limestone. It should, however, be remembered that the use of too much mineral, or an improper balance—particularly between calcium and phosphorus, may lead to trouble.—R. M. Bethke, Ohio Exp. Sta.

The matter of formula is immaterial so far as the cow is concerned. I, personally, see no objection to a statement of the formula if the feed manufacturers want to make it, but I feel that the real policy on the part of our dairymen and local feed dealers should be to buy feeds on the basis of real merit rather than any statement of formula. The statement of crude fiber, which must be guaranteed, and which can be checked by chemical analysis, offers what seems to be the only indisputable basis for the guaranty and therefore appeals to me as being the only statement that is worth while to consider.—G. C. Humphrey.

Swine feeding trials at various stations have indicated the necessity of protein supplemental feeds and minerals under dry lot conditions. The Pennsylvania Station reports a trial with 10 lots of pigs averaging about 70 lbs. per pig in which shelled corn was the basic feed in 8 lots and barley in the other two lots. Comparing the different lots of pigs on the basis of daily gain per pig the results were as follows: shelled corn, fish meal and salt, 1.325 lbs.; shelled corn, tankage and salt, 1.295 lbs.; shelled corn, fish meal and minerals, 1.292 lbs.; shelled corn, oil cake and minerals, 1.246 lbs.; shelled corn, oil cake and salt, 1.13 lbs.; shelled corn, wheat middlings, tankage and minerals, 1.114 lbs.; barley, tankage and minerals, 1.103 lbs.; shelled corn, tankage and minerals, 1.093 lbs.; barley, tankage and salt, 1.08 lbs.; shelled corn, palmo middlings, tankage and minerals, .89 lb. Feed required for 100 lbs. gain placed the first five lots in the same order as that on basis of daily gain per pig.

## GRAIN DRIERS

for

COARSE GRAINS,  
SEED CORN,  
BEANS,  
PEAS, ETC.

## ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

*We would be pleased to correspond with you.*

**WILLEY-ELLIS CO.**

1223 S. Talman Ave., Chicago  
210 N. 13th St., Philadelphia, Pa.



### Fish Meal as a Feed Ingredient.

Ten years ago Menhaden Fish Meal was unknown to the feeding trade. Today it is fast becoming one of the most important ingredients of the high grade mixed feed, whether for hog, poultry, or cattle feeding, and experiments along other lines give very encouraging results.

The possibilities of menhaden fish were recognized by a few far-sighted feed manufacturers several years before Menhaden fish meal as such was put on the market. About 1919 the United States Dept. of Agriculture, and more particularly the Bureau of Swine Husbandry, put through a series of experiments with ground machine dried fish which proved beyond question its value as a protein supplement for hog feeding. A representative of the Bureau called upon Charles M. Struven, of Baltimore, for many years one of the outstanding figures of the Menhaden industry, and urged him to foster the manufacture of fish meal for feeding livestock. Experimental advertisements were placed in the leading swine magazines and in the first year two hundred tons of meal were sold for feeding purposes.

Poultrymen immediately realized the worth of fish meal, for without any advertising addressed to the poultry trade, letters from poultrymen throughout the country soon began to come in telling of the results obtained with growing chicks by the feeding of fish meal, and of the improved egg production, absence of leg weakness and generally flourishing condition of the flocks.

Sale of fish meal for feeding purposes increased by leaps and bounds, first to the feeders themselves and then gradually to the feed manufacturer.

Fish meal has been used very successfully in Europe for feeding cattle. Breeders in the United States were not slow to realize its possibilities, and one of the best known experts recently published a report showing that calves fed Menhaden fish meal in their daily ration not only grew taller and heavier than those receiving no fish meal, but that as adult animals they gave more and richer milk and that the milk from these cows contained 10 to 15 times as much iodine as that of cows not receiving fish meal.

Government and State Experimental Stations have tried out fish meal in all phases of feeding and the results have been favorable. From 200 tons in 1919, the sale of Menhaden fish meal for feeding purposes grew to thousands of tons in 1927, and the demand this year bids fair to be even greater.

The Menhaden fishing industry is one of the most interesting and picturesque on the Atlantic Coast. The fish are caught, not in traps or by trawling, but in purse seines which must be dropped in front of the moving schools of fish and pursed before the fish have time to

escape. The apparatus for catching the fish consists of a fishing steamer, now commonly an oil burner, with a "crow's nest" or lookout platform on the forward mast, a stryker boat, two purse boats, and a purse seine or net nearly 1,000 feet long, and 700 meshes deep.

The Menhaden is a beautiful fish, pearly opalescent in color. It is migratory and travels up and down the Atlantic Coast with the seasons in large schools which make their presence known by the color which they lend to the surrounding water, or by the whipping of their tails, as they swim close to the surface of the water.

The captain of the fishing steamer, or a lookout, takes his place in the "Crow's Nest" as the vessel starts out from the factory in the early dawn. At his signal that a school of Menhaden has been sighted the stryker boat and two purse boats are quickly lowered from the steamer's side. The stryker boat, with a single man in it, rows swiftly ahead of the fish to keep them in sight and to guide the purse boats. The latter, bearing between them the purse net or seine, follow as quickly as possible and drop their net in the path of the approaching fish. The stryker boatman catches the center of the net on the gunwale of his boat and the two purse boats row in opposite directions, paying out the net as they go, until they have described a circle around the school of fish. A heavy weight, called a "Tom-block" is then dropped, and by a rope threaded through rings at the bottom purses the net like a bag, in the center of which, if the fishermen are lucky, is a squirming mass of fish struggling in vain to escape. The fishing steamer then comes alongside and the fish are bailed into the steamer's hold. After two or three "sets," as the operation of catching the fish is called, the steamer returns to the factory, where the fish, scarcely dead, are taken from the hold of the vessel by elevator buckets on a continuous chain, and passed into the raw-box—thence to the cooker—a horizontal cylinder filled with live steam which thoroughly cooks them. The cooked fish are carried into a screw press where the oil and water is pressed from them and then to the dryer and grinder, from whence they emerge as the fish meal of commerce.

A pure Menhaden fish meal is one of the cleanest and purest protein supplements on the market today. It contains nothing but the cooked and dried flesh, bones, and entrails of the fish and will analyze from 57 to 61 per cent protein, 6 to 10 per cent fats, 15 to 20 per cent mineral matter and less than one per cent fiber. It contains no salt beyond the trace found in the natural body of the fish. The mineral content averages around 15 per cent bone phosphate of lime in the most digestible form and the high iodine content is one of its most valuable properties. Goiter, or "big-neck" is unknown among animals to which it is fed.

While the high mineral content, particularly the bone phosphate, is doubtless responsible in large part for the excellent state of mineral nutrition found in animals fed fish meal, numerous experiments have proved that this is a valuable source of the anti-rachitic vitamin "D," and consequently a preventive of and specific for rickets or leg weakness in animals and fowl.

Assured of the standard quality of his supply of fish meal, the feed manufacturer will find it hard to secure any other protein supplement for his hog, poultry, and cattle feeds that will give him the same combination of valuable food properties—that is, the 57 to 60 per cent of high grade assimilable protein, the phosphoric acid and lime in right bone making proportions, the fats, the essential Vitamin D, and the high percentage of natural iodine.

### New Feed Trademarks.

Pinnacle Mills, Morristown, Tenn., has filed trademark Ser. No. 263,560, the word "PINNACLE," particularly descriptive of horse feed, dairy feed, scratch feed, laying mash, chick starter and mill feed.

Nutrena Feed Mills, Inc., Kansas City, Kan., has filed trademark Ser. No. 262,376, the letters "NUGGET," particularly descriptive of stock feeds.

Bernet, Craft & Kauffman Milling Co., St. Louis, Mo., has filed trademark Ser. No. 252,816, particularly descriptive of middlings. The mark consists of a drawing of a swine accompanied by the word "IDEAL."

### Nutritive Value of Dried Spent Hops.

The digestibility of dried spent hops was determined at the University of Reading, England, with three crossbred yearling wethers. During a 12-day digestion period each wether received a ration of 500 gm. of meadow hay chaff, 120 gm. of linseed oil meal, and 100 gm. of hops per day. This was followed after an interval by a second 12-day digestion period when the ration was the same as above, except that the hops were omitted.

It was found that dried spent hops had a low digestibility, 20% of the crude protein and nitrogen-free extract, 50% of the ether extract, 5% of the crude fiber, and 20% of the total organic matter being digestible. It had a starch equivalent of 24.5. This feed has a high crude protein (21.51%) and ether extract (8.33%) content for a feed with such a high fiber content (25.03%). Spent hops are not palatable, and when included in the ration had a depressing effect upon the digestibility of the minerals of the basal ration. The product has a high absorptive capacity, and is sometimes used as a filler to absorb such products as molasses.—W. L. Davies and R. S. Sullivan, Journal Agricultural Science, England.

### HIAWATHA GRAIN CO.

MINNEAPOLIS, MINN.  
Grain, Screenings, Mill Oats  
**GROUND FEEDS**

Straight Cars Mixed Cars  
Operating HIAWATHA MILL

### STANDARD COMMISSION CO.

**BROKERS**

Grain, Mill Feed, Mixed Feed Ingredients  
EXCHANGE BUILDING MEMPHIS

### CHICK - FEEDS

Starting and Growing Mash.

Emery Thierwechter Co.  
Oak Harbor, Ohio

## "Feeds and Feeding"

19th Edition

By W. A. Henry and F. B. Morrison.

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

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9 Large Plants  
Excellent Service

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## Maibucher Takes to the Air.

C. Wm. Maibucher of Indianapolis, Ind., rode in an airplane to the Joliet, Ill., convention of the Illinois Grain Dealers Ass'n, and returned, without having to be away from his office longer than 19 hours.

He took off at the Hoosier Airport at 1:50 Thursday afternoon and arrived at Joliet at 4:10. Leaving the Joliet hotel at 8:30 Friday morning he took off from the Wilhelmi Flying Field at 9:05 and exactly one hour and 35 minutes later landed at the Hoosier Airport and ten minutes later was back at the office.



C. Wm. Maibucher Starting for Illinois Convention.

The total flying time for the round trip was three hours and fifty-five minutes, while the fastest train time between Indianapolis and Joliet is six hours and thirty minutes, and train schedules would only have permitted Mr. Maibucher to be in Joliet about four hours. H. C. Brooks was the pilot and the plane a Travelair. The trip was a very pleasant experience and he believes that within the next five years this mode of travel will be very common with men pressed for time.

The Bourse at Bucharest, Rumania, was recently ordered closed for a week with a view to discouraging speculation based on anticipation of the Franco-American stabilization loan.

Subject to approval by the voters in the autumn the Swiss Federal Council will discontinue the grain monopoly. The Confederation will continue to maintain certain grain reserves.

A Spanish royal decree of May 3, 1928, permits the unrestricted importation of wheat. Wheat is dutiable at 42 gold pesetas per 100 kilos, first column rate, and 14 gold pesetas per 100 kilos, second column rate. The importation of wheat has been prohibited since June 17, 1926. Wheat from the United States is subject to second column rate.

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**It PAYS to GRIND ALL GRAINS**

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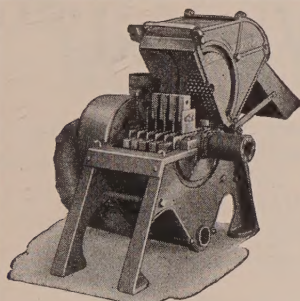
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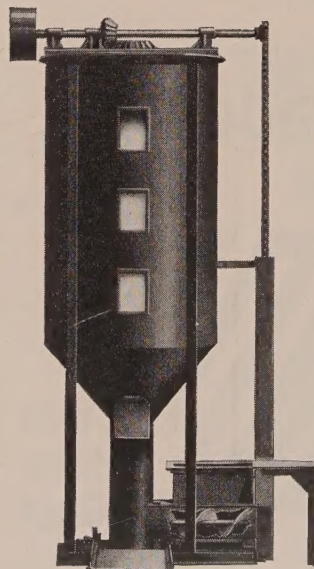
This book is 10½x15¾ inches and contains 200 numbered pages of linen ledger paper. Well bound with best binder board, covered with black cloth, with red keratol back and corners. Weight, 4 lbs.

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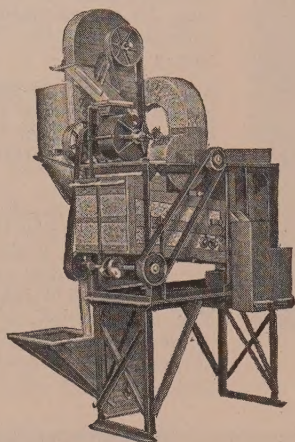
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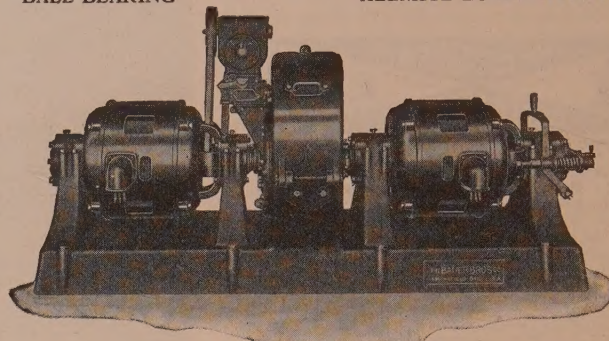
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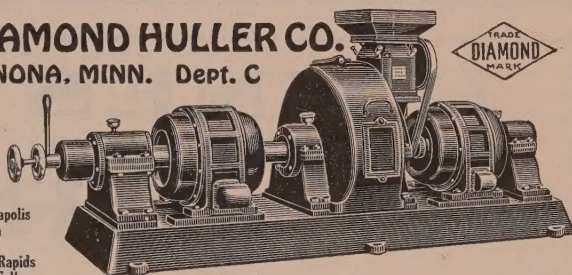
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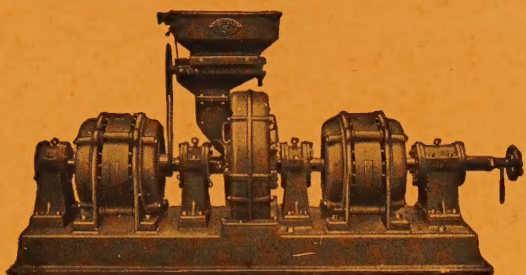
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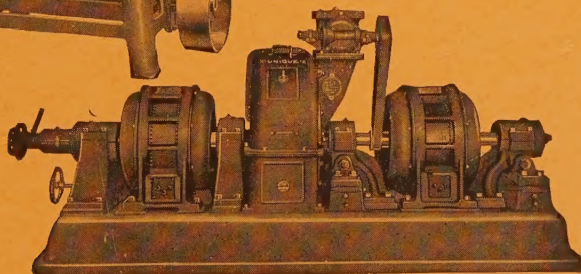
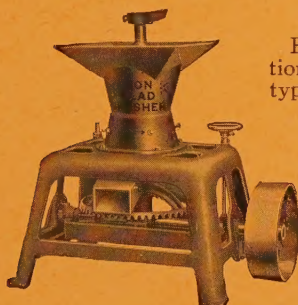
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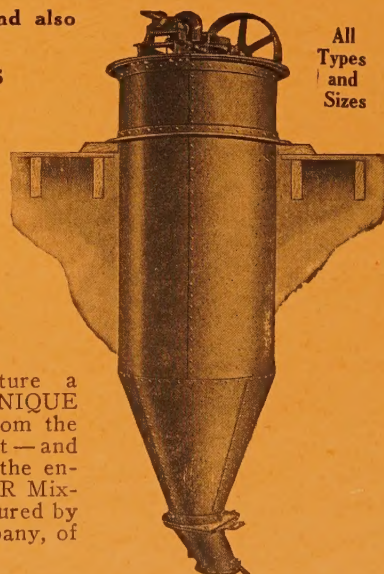
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